UNITED STATES DISTRICT COURT DISTRICT OF DELAWARE

In re:

Civil Action No. 06-147(JJF)

WINSTAR COMMUNICATIONS, INC., et al.,

Chapter 7

Debtors.

Bankr. Case No. 01-1430 (KJC)

LUCENT TECHNOLOGIES INC.,

Adv. Pro. No. 01-1063 (KJC)

Defendant-Appellant,

٧.

CHRISTINE C. SHUBERT, CHAPTER 7 TRUSTEE,

Plaintiff-Appellee.

TRUSTEE CHRISTINE C. SHUBERT'S APPENDIX - VOLUME 5 OF 5

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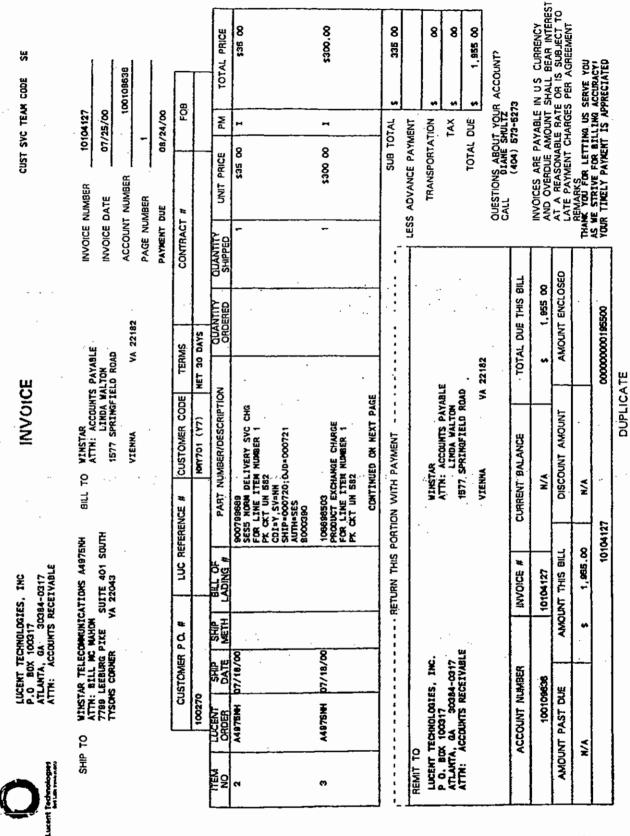
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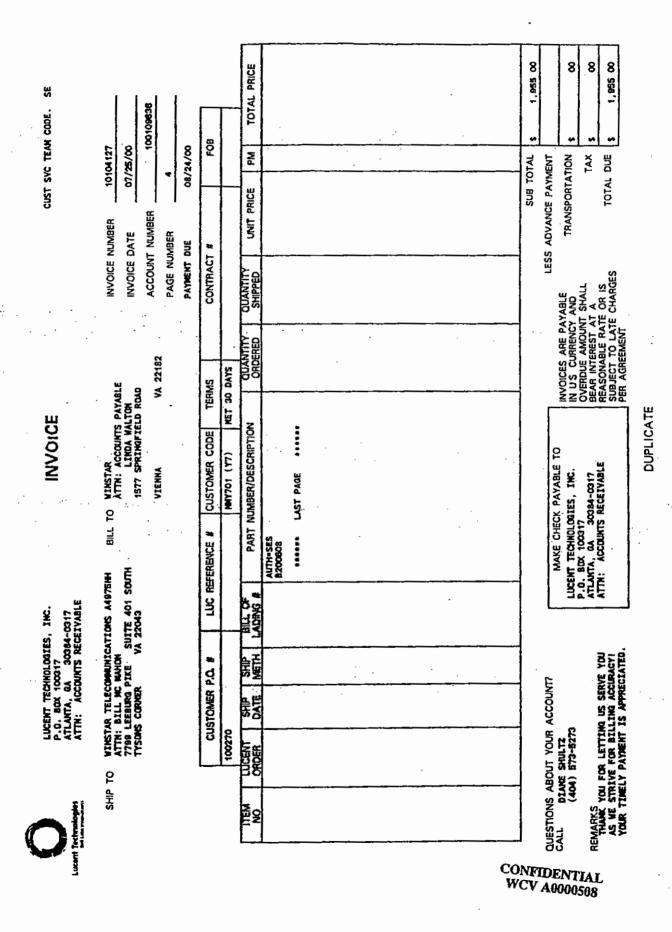
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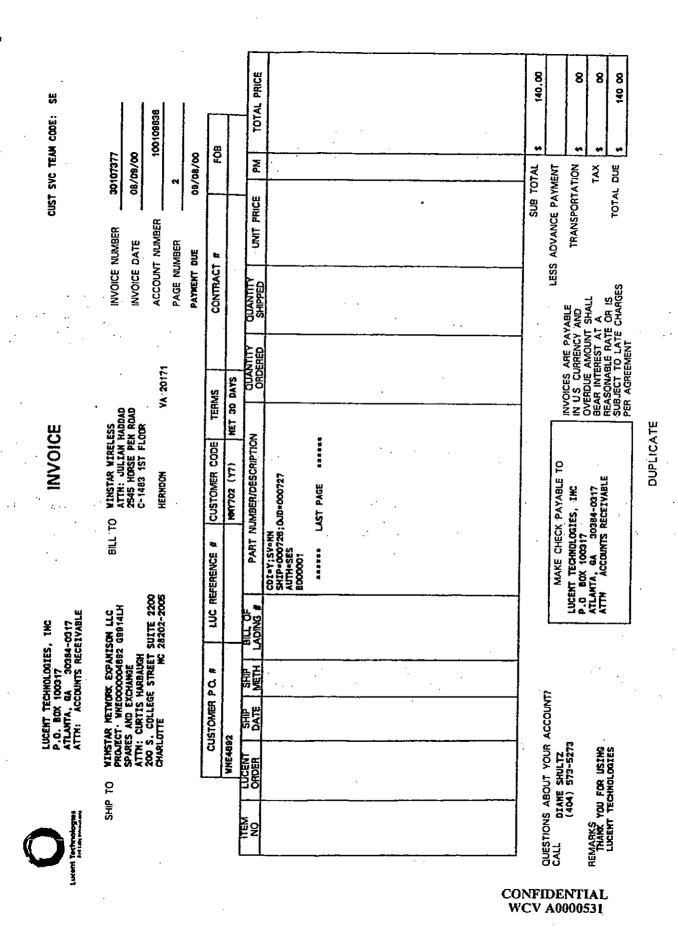
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		CUSTOMER CODE	PART NUMBER/DESCRIPTION	0000-00	ACCESSORY OF TRANSPORTATION ****** LAST PAGE *****	PAYMENT	VIRELESS ULIAN HADDAD RSE PEN ROAD 1ST FLOOR	CURRENT BALANCE	DISCOUNT AMOUNT		DUPLICATE
	BILL TO	##	PART NU	40888370 80ARD 6417-K100-0000 40888370	HOBBER 1/UNBUR	HTIW WITH	WINSTAR ATH J 2545 HO C-1483 HERNDON	CURRENT R	DISC	30106740	
LUCENT TECHNOLOGIES, INC. P.O. BOX 100317 ATLANTA, QA. 30384-0317 ATTH: ACCOUNTS RECEIVABLE	WINSTAR TELECOMMUNICATIONS ATTH: SAM OWENS 407-B40-0423 PROJECT: FNOSACLA/WHEOCOCOTSB4 201 SOUTH GRANGE SUITE # 100 FL 32801	LUC REFERENCE	BILL OF			RETURN THIS PORTION WITH PAYMENT		1NVOICE #	NT THIS BILL	3010	
HINDLOGIE COS 17 IA 3038 CUNTS RE	COMMUNICATION NS 407-4CLA/WEE	ъ. О	SETT			1	est.		AMOUNT		
JCENT TEC 0. BOX 4 PLANTA, 9 TIN: ACC	TAR TELEC SAM ONE SCT: FNOB SOUTH DRA F # 100	CUSTOMER P.O.	SHIP	00/10/10			ES, 1MC. 84-0317 ECETVABLE	UMBER 9636	병		
i	NHE OC	LUCENT	FN084CLA FN084CLA	Y		SEMIT TO LUCENT TECHNOLOGIES, INC. P 0. BOX 100317 ATLANTA, GA 30084-0317 ATLANTA, GA COUNTS RECEIVABLE	ACCOUNT NUMBER	AMOUNT PAST DUE			
O	8H8 6T		NEW	 			LUCENT 1 CLUCENT 1 CLUCENT 1 P 0. BOX ATLANTA, ATTN /		AMOL		
The state of the s										_	

CONFIDENTIAL WCV A0000528

00E: SE	00109838		TOTAL PRICE	\$ 140.00	140.00		88 .88 148 00		US CURRENCY	OR IS SUBJECT TO PER AGREEMENT	REMARKS THANK YOU FOR USING LUCENT TECHNOLOGIES	
CUST SYC TEAM CODE:	30107377 08/08/00 1 1 1 1 08/08/00	EQ.	₩ _d	н	DTAL \$	MENT	TAX TON	573-5273	YABLE IN	LE RATE (
CUST SV	MBER I	bt:	UNIT PRICE	835.00	SUB TOTAL	LESS ADVANCE PAYMENT	TRANSPORTATION \$ TAX \$ TOTAL DUE \$ 14 OUESTIONS ABOUT YOUR ACCOUNT?	(404)	INVOICES ARE PA AND OVERDUE AI	AT A REASONAB LATE PAYMENT (REMARKS KK YOU FOR USINE ENT TECHNOLOGIE	
	INVOICE NUMBER INVOICE DATE ACCOUNT NUMBER PAGE NUMBER PATHENT DUE	CONTRACT	SHIPPED			- FE					THA	7
	1710	Ş.	QUANTITY ORDERED		1 1 1			DUE THIS BILL	140 00	AMOUNT ENCLOSED	0000	201400
ш	SS ADDAD I ROAD IOR VA 20171	TERMS WET 30 DAYS	-				VA 20171	TOTAL	\$	AMC		www.mo
INVOICE	WINSTAR WIRELESS ATTN: JULIAN HADDAD 2545 HORSE PEN ROAD C-1483 1ST FLOOR HERNDON	CUSTOMER CODE	PART NUMBER/DESCRIPTION	900799989 SESS NORM DELIVERY SVC CHG FOR LINE THE NUMBER 1 FX CXT KTU 1 SESS NORM DELIVERY SVC CHG FOR LINE TTEM NUMBER 2 FX CXT KLU 3 SESS NORM DELIVERY SVC CHG FOR LINE ITEM NUMBER 3 FX CXT KLU 18 FX CXT KLU 18 FX CXT KTU 18 FX CXT KTU 2 CONTINUED ON MEXT PAGE	PAYMENT	-	WIRELESS ULIAN HADDAD NSE PEN RDAD 1ST FLOOR	CURRENT BALANCE	A	DISCOUNT AMOUNT		STAC ISTO
	81,1 70	ERENCE #	PART N	900799999 SESS NORM DELIVERY SVC FOR LINE ITEM NUMBER 1 SESS NORM DELIVERY SVC FOR LINE ITEM NUMBER 2 FOR LINE ITEM NUMBER 3 FOR CINE ITEM NUMBER 3 FOR CAT KLU 18 FOR CAT KTU 2 CONTINEED ON NEXT	THIS PORTION WITH PAYMENT		WINSTAR ATTN: A 2545 HO C-1483 HERNDON	CURRENT	H/A	DISC	N/A	1,12
3, INC 1-0317 SEIVABLE	AMISON LLC 1882 GB814LH 1892 GB814LH 1892 GB814LH 1892 GB814LH 1893 GB814LH 1893 GB814LH 1893 GB814LH 1893 GB814LH 1893 GB814LH 1893 GB814LH 1893 GB814LH	LUC REFERENCE	HEL OF		- RETURN THIS PC			INVOICE #	30107377	AMOUNT THIS BILL	140 00	7/8/0108
LUCENT TECHNOLOGIES, INC P O BOX 100317 ATLANTA, GA 30384-0317 ATTM: ACCOUNTS RECEIVABLE	WINSTAR NETWORK EXPANISON LL PROJECT: WREOCOCOC4682 G9814 SPARES AND EXCHANGE ATTN: CURTIS MARBAUCH 200 S. COLLEGE STREET SUITE CHARLOTTE NC 28202-	P.O. #	SHP		R	1	ш	F	6	AMOUR	•	
LUCENT TECHNOLO P O BOX 100317 ATLANTA, GA 3 ATTN: ACCOUNTS	WINSTAR NETW PROJECT: WHE SPARES AND E SPARES AND E ATTN: CURTIS 200 S. COLLEC CHARLOTTE	CUSTOMER P.C.	SHIP	07/25/00			IES, INC. 384-0317 YECEIVABL	NUMBER	100109636	XXE.	-	
-4-4-4		CUS WNE4692	COCENT	G8814LH			LUCENT TECHNOLOGIES, INC. P.O. BOX 100317 ATLANTA, GA 30384-0317 ATTN: ACCOUNTS RECEIVABLE	ACCOUNT NUMBER	1001	AMOUNT PAST DUE	H/A	
Cent Technologies	01 라양		NO	ra		REMIT TO	LUCENT TECHNOLOG P D. BOX 100317 ATLANTA, GA 31 ATTN: ACCOUNTS			AMOU	X	

CONFIDENTIAL WCV A0000530



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		100109838				Γ	TOTAL PRICE					6	ACCOUNT		V US CURE	OR IS SUB.		
30105286	00/80/90	Ϋ́	-	00/90/10	8		¥	н	SUB TOTAL \$	MENT	NOITA T	TOTAL DUE	UT YOUR	573-5273	AYABLE IN	LE RATE		ı və
INVOICE NUMBER	INVOICE DATE 0	ACCOUNT NUMBER	PAGE NUMBER	· PAYMENT DUE O'	ACT #		V UNIT PRICE	135.00	SUB T	LESS ADVANCE PAYMENT	TRANSPORTATION	TOTAL	QUESTIONS ABOUT YOUR ACCOUNT?	(404)	INVOICES ARE PAYABLE IN US CURRENCY AND OVERDINE AMOUNT CHAIL BEAD INTEREST	AT A REASONAB	REMARKS THANK YOU FOR USING	UCENT TECHNOLOGIE
INVO	INVOI	ACCC	PAGE	PAYE	CONTRACT		SHIPPED			Ť	<u></u>			3		OJ.	<u>-</u>	Ī
		VA .20171	-		8	DAYS	ONDERED							TOTAL DUE THIS BILL	38.90	AMOUNT ENCLOSED		005500000000000
ELESS M HADDAD	PEN ROAD	XX			JE TERMS	NET 30 DAYS	<u>~</u>	•						TOTAL	•	¥		000000
O WINSTAR WIRELESS ATTN: JULIAN HADDAD	ZB45 HORSE PEN ROAD C-1463 1ST FLOOR	HERMOON		,	CUSTOMER CODE	MRY702 (Y7)	PART NUMBER/DESCRIPTION	DELIVERY SVC CHG TEN MUNBER 1 2 2 3; DJD=000626 LAST PAGE ******	PAYMENT		WINSTAR WIRELESS ATTM: JULIAN HADDAD 2848 HOSE PEK ROAD	C-1483 IST FLOOR		CURRENT BALANCE	4	DISCOUNT AMOUNT		
BILL TO					LUC REFERENCE #		PART N	POOT99888 SESS MORN DELIVERY SVC FOR LINE ITEN MINNER 1 PK CKT BKD 2 CDI**IS*********************************	N THIS PORTION WITH PAYMENT		WINS ATTA	C-1483		CURRENT	N/A	DISC	N/A	30105268
NISON LLC 82 69918LH		SUITE 630 FL 33607			TUC RE		LADING #	·	ETURN THIS P					INVOICE #	30105266	AMOUNT THIS BILL	35.00	3010
WINSTAR NETWORK EXPANISON PROJECT: WNEOCOCOCA692 69	XCHANGE				1 P.O. #		SHIP		RETUR			ш				AMOUR	\$	
TAR KETY IECT: WKE	SPARES AND EXCHANGE ATTN: TON RIVERS	4200 VEST CYPRESS TAMPA			CUSTOMER P.O.	WHEOCOCOC48	DATE	00/52/50			ES, INC. 84-0317	ECETYABL		UMBER	9638	5	_	
SHIP TO WINS	SPA ATTA	4200 y				WNEDO	CHCENT	H701865			"LUCENT TECHNOLOGIES, INC. P 0. BOX 100317 ATLANTA, 8A 30384-0317	ATTM: ACCOUNTS RECEIVABLE	!	ACCOUNT NUMBER	100109838	AMOUNT PAST DUE	N/A	
ĒS							NO	8		REMIT TO	LUCENT P 0. BC ATLANTA	HELY				AMOU		

CONFIDENTIAL WCV A0000533

InterNetworking Systems Invoice 1701 Harbor Bay Parkway ALAMEDA, CA 94502 TEL: 510.769.6001 INVOICE NO. 400016804 REMIT TO: INVOICE DATE 06-JUN-00 1 PO BOX 200955 PURCHASE ORDER NO. DALLAS TX 75320-0955 WNE- 0000006880 United States SALES ORDER NO 30122945 SHIP TO:

N LEONE STAR NETWORK EXPANSION 5 HORSE PEN RD NDON VA 20171 ted States WINSTAR NETWORK EXPANSION, LLC. 2350 CORPORATE PARK DRIVE HERNDON VA 20170 United States

			CC)PY
		DUE DATE	FREIGHT TERMS	
		06-301-00	PREPAID AND ADD	
SCRIPTION	ORDERED	OTY INVOICED	UNIT	EXTENDED
IC-50-SOL 5.0 for Solaris, imary Server	1	1	PRICE 6,297.75	6,297.75
NC-50-DSL-SOL A DSL Service odule for Solaris	1	1	4,497.75	4,497.75
NC-50-SOL-WS A 5.0 Workstation or Solaris	1	1	8,097.75	8,097.75
?REIGHT ?REIGHT	1		14.11	14.11
:				
·			AX TOTAL FREIGHT T	
	L	18,907.36	850.83	19,758.19
8857				A

108857

Currency: USD

nt is due 30 days from the invoice date subject to credit approval, or as otherwise specified. Delinquent payments are subject to yment charges of the lower of 1.5%/month or portion thereof or the maximum amount allowed by law.

CONFIDENTIAL WCV A0000537

InterNetworking Systems



REMIT TO:

INVOICE NO. 400019094 INVOICE DATE 30-JUN-00 | 1 of 1 PO BOX 200955 PURCHASE ORDER NO. DALLAS TX 75320-0955 WVF1- 0000001238 United States SALES ORDER NO. 30126869

Invoice

BILL TO:

JULIAN HADDAD WINSTAR NETWORK EXPANSION 2545 HORSE PEN RD HERNDON VA 20171 United States

SHIP TO:

RICHARD THOMPSON WINSTAR 11436 CHAIRMAN DRIVE DALLAS TX 75243 United States

INE TEM			DUE DATE	FREIGHT TERMS	
CHAE (FEM)		· QTY	30-JUL-00 01Y	PREPAID AND ADD	EXTENDED
1 11592 1 1PORT OC- MMF PHY I 40A75007 40A75027	12/STM-4	RDERED 6	40A75025 40A74967	PRICE 6,250.00	PRICE 37,500.00
2 FREIGHT FREIGHT		1	1	10.50	10.50
					CONFIDENTIAL WCV A0000540

22-3408857

Currency: USD

Payment is due 30 days from the invoice date subject to credit approval, or as otherwise specified. Delinquent payments are subject to late payment charges of the lower of 1.5%/month or portion thereof or the maximum amount allowed by law.

InterNetworking Systems

Invoice

Lucent Technologies



REMIT TO:

PO BOX 200955 DALLAS TX 75320-0955 United States INVOICE NO.

400019096
INVOICE DATE PAGE
30-JUN-00 1 Of 1
PURCHASE ORDER NO.

WVF1- 0000001235
SALES ORDER NO.
30126858

BILL TO:

JULIAN HADDAD
WINSTAR NETWORK EXPANSION
2545 HORSE PEN RD
HERNDON VA 20171
United States

SHIP TO:
MARK DRAKE

WINSTAR 8085 FLINT STREET LENEXA KS 66214 United States

O NE	ŝT ·			DUE DATE	FREIGHT TERMS PREPAID AND ADD	
LINE NO.	ITEM DESCRIPTION		QTY ORDERED	QTY INVOICED	UNIT PRICE	EXTENDED PRICE
1 40A 40A		2/STM-4 T MOD 40A7123	. 4	4 40A74997	6,250.00	25,000.00
2	FREIGHT FREIGHT		1:	1	22.08	22.08
						·
		<u>-</u>	UNI	T TOTAL T.	AX TOTAL FREIGHT T	OTAL TOTAL 26,742.35

22-3408857

Currency: USD

Payment is due 30 days from the invoice date subject to credit approval, or as otherwise specified. Delinquent payments are subject to late payment charges of the lower of 1.5%/month or portion thereof or the maximum amount allowed by law.

CONFIDENTIAL WCV A0000542



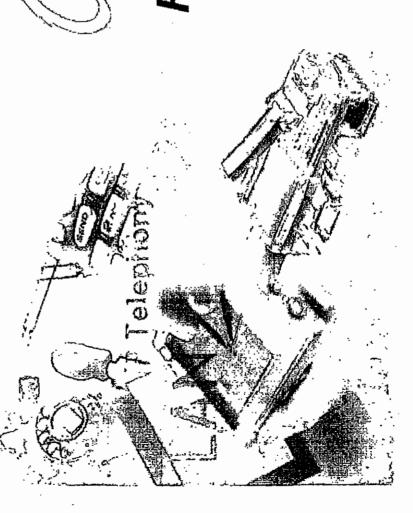


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Lucent Technologies 641 Lbs moozsons

History of the Lucent / Winstar Relationship

1997- Lucent is one of many vendors competing to supply equipment for Winstar's network build-out 1998- Supply Agreement (10/98) Strategic agreement with Lucent to design, build, and deploy Winstar's global network

1998- Financing Facility (10/98) \$2B

growth; Financing terms re-negotiated; International 1999- Master Services Agreement (8/99) formalizes \$100M commitment to support WS's company business gains momentum

2000 - New \$2B financing facility (4/00)

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Contracts & Agreements

Lucent Technologies Beit Labs insolation

- design build, deploy and finance Winstar Global communications Supply Agreement, October 1998 - \$2B agreement- Lucent to network
- agreement. Lucent will facilitate growth of Winstar customer and Marketing/Selling to other Lucent customers and VAR/Indirect Master Service Agreement, August 1999 - \$100M 5 Year revenue base through Internal Consumption, Joint activities
- Addenda To Supply Agreement:
 - · Octel
- · Radios



Lucent Technologies

Addenda

- INS Addendum (operational but unsigned)
- Switching Addendum (operational but unsigned)
 - ONG Addendum (operational but unsigned)
- Hub/B Build-out Addendum (red line version signed; final version unsigned)
- ONG Build-out Addendum (red line version signed; final version unsigned)
- SS7 Statement of Work (issues resolution underway)
 - EIL Statement of Work (under negotiations)

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Winstar Purchasing History

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Int

\$-\$-\$12 \$50

NAR \$

\$14M \$45M \$264M \$408M \$410M \$550M

1997 1998 2000 2000 2000 (restated)

2001(Quota)



Lucent Content of Winstar Purchases

\$8,155,621 (2,359,373) \$812,932 \$271,530 \$8,699,103 \$4,011,413 \$4,011,413 \$13,794,978 \$2,902,855 \$812,932 \$271,530 Lucent Tachnologies Bail Libi Innovations FY 01 (to date) (Preliminary) % of Total 23.3% 15.3% 100% 7.3% \$408,933,780 \$221,273,780 \$29,700,000 \$95,260,000 \$34,700,000 \$62,700,000 \$101,300,000 \$76,600,000 \$10,073,780 \$33,300,000 \$60,560,000 \$62,700,000 \$29,700,000 (WO Software Pool) FY 00 % of Total 17.8% 001 0.4% 77% 2% S \$309,291,144 \$66,937,835 \$50,049,813 54,312,762 \$24,279,793 \$237,482,931 \$120,495,283 \$30,032,969 \$1,300,000 \$1,300,000 \$16,195,451 \$16,195,451 FY 99 ONG **SSG** S SZZ Radios NPS Octel Software Services Product OEM Total

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Lucent Technolog

Non-Lucent Content Analysis

Winstar Financed / Non-Lucent Content Sample Audit**

Summary Category	Category	Sum Of Price	% Of Price of Total Lending
OTHER	FINANCE CHARGES	\$2,240,417,00	
OTHER	TEST BOUP MENT AND TOOLS	\$499,447.39	
ОТНВК	SAFETY	\$300,000.00	
отнек	TRAINING	\$11,532,09	
OTHER	BUILDING SPACE - LEASED	\$6,601.65	
OTHER Total		\$3,057,998.13	1.13%
PRODUCTS	OWNED - TECHNOLOGY	\$83,555,270.71	
PRODUCTS	MBC. MATERIAL	\$35,066,908.54	
PRODUCTS	PERSONALCOMPUTERS	\$29,980,663.84	
PRODUCTS	RADIOS	\$9,902,308.79	
PRODUCTS	LEASED - TECHNOLOGY	\$146,278.18	
PRODUCTS	FREIGHT	\$27,420.40	
PRODUCTS Total		\$158,678,850.46	58.85%
SERVICES	CONSTRUCTION	\$32,917,710.06	
SERVICES	INSTALLATION	\$17,114,031.98	
SERVICES	LABOR	\$7,826,907.31	
SERVICES	A&E SERVICES	\$4,054,153,90	
SERVICES	ENGINEERING	60.615,251,13	
SERVICES	ACCEPTANCE TESTING - LABOR	\$756,808.56	
SERVICES	MAINTENANCE	\$350,769.02	
SERVICES	ALAR M UNIT INSTALL	\$126,268.02	
SERVICES	CONSULTANT	\$1,196,6\$	
SERVICES Total		\$64,312,189.08	23.85%
SOFTWARE	SOFTWARE	\$43,601,823.51	
SOFTWARE Total		\$43,601,823.51	16.17%

**This is a SAMPLING of the non-Lucent content; this is not a complete audit.

****		ringing view				Carl Control of the C	bt innerations
1	ا التعاليم الإسارة الاسارة الاسارة الاسارة الإسارة الإسارة الاسارة الاسارة الاسارة الاسارة الاسارة ال	Ŗ	For the Month ended	nded			A.
			December-00	0			
-							
		Lucent	Fees	Lucent	Non-Lucent	Total	Cummulative
13	Drawdowns	Involces	(Non-Cash)	Content	Content	Drawdown	Loan Balance
11	1 1.						
	NEW FACILITY						
=	June 23, 2000	167,174,407		167,174,407	80,889,699	248,064,106	248,064,106
N	July 31, 2000	15,412,989		15,412,989	56,956,729	72,369,718	320,433,824
60	August 31, 2000	18,159,440		18,159,440	55,381,451	73,540,892	393,974,716
4	September 29, 2000	35,670,396.11	0	35,670,396	67,388,372	103,058,768	497,033,484
in	October 23, 2000	68,912,173.52	0	68,912,174	124,020,147	192,932,321	589,965,805
6	November 30,2000	33,601,970.04		33,601,970	30,002,934	63,604,904	753,570,709
7	December 29, 2000	2,006,913.97		2,008,914	92,324,982	94,331,896	847,902,605
\top							
] to	Total Drawdowns	340 938 290		240 028 200	E06 964 94E	647 000 504	
Г				200,000	010,400,000	+004,004	
150	Total Sale/Repayments						
	December 8, 2000	Repayment					(194,000,000)
$\neg \uparrow$							
1							
	Total outstanding	as	of December 31, 2000				653,902,605

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Financing View (cont'd)

		F	For the Month onder	9 8 9			
			December-00				
ŀ				-			
		Lucent	F 0 0 3	Lucent	Non-Lucant	70401	
		Involces	(Non-Cash)	Content	Content	Drawdown	
	2 4 8 6 1 0						
-10	Dacam bar 4, 1998	20,030,482	000,000	21.530,482	27.500.000	49.030.482	400 07
1	0.00 1 0.00 med	8,481,721		8.481,721	20,000,000	28 481 734	284,050,04
° '	January 28, 1989	19,178,735		18,178,735	30.000.000	49 (38 735	202.210.77
ŀ	rearusty 20, 1999	9,700,019		9.700,019	10.000,000	0.000.01	240,000
9	March 29, 1996	3,784,008		3.794,008	30,000,000	33.784.008	100 100 100 100 100 100 100 100 100 100
	April 30, 1888	57,962,069		67.002,669	26,000,000	82.902.880	200,401,000
1	M ay 28, 1999	10,682,638		16,882,638	20,000,000	36.882.838	200 000
•	2001 DE BUOT	32,040,822		32,040,822	25,000,000	67.040.822	7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7
•		67.379.023		67,379,023	36,000,000	92.379.023	*** ***
1	August 31, 1999	22,020.719	10,500,000	32,528,719	04,000,000	08 528 719	100 000 011
1		5,137,763		5,137,783	35,000,000	40.137.783	200
		27,186,459		27,165,459	36.000.000	A2 186 480	4 4 4 4
	December 7, 1986	28,741,981		26,741,461	61.288.030	400000	840,012,040
-	December 30, 1000	22,966,730		22.986.730	000 000	2000	120,016,027
=	Dacem ber 30, 1999			-	400000000000000000000000000000000000000	067,089,70	784,296,789
=	Dacam ber 31, 1999	18,348,661		18,340,881	202,007,2	2,700,383	797.003.172
-	January 31, 2000	3,761,721		2 754 724		00'040'00	813,369,053
=	February 28, 2000	47,407,122		47 407 122	200,000,00	28.761.721	842,101,775
-	Merch 31, 2000	88,364,707		AR 304 307	000.00	77.407.122	708.808.804
20	A pril 20, 2000		11.088.000	11 255 000	000'000'0	138,394,707	1,057,903,604
				200	000 000 111	122,065,000	1,179,956,604
				1			
101	otal Brawdowne	456,338,121	22.135.000	444 494 484			
						1,178,058,601	
_				 			
	December 13, 1998	Sale To Bony				1260 000 000	
	December 13, 1990	Sale To Bony				10001001001	(000,000,000)
		Sele To Bon Y				1000'000'00'	(800,000,000)
	M By 9, 2000	Final Repayment		1		(437.003,803)	(1,067,003,803)
	1					(122,056,000)	(1,179,958,603)
:	otel Sele/Repayto ente		1				
						00'0	0 0 0
		+					
	Totaloutatandlan		114::				
		-	T a C I I I A	_		0.00	

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	Financing	cing View (cont'd)	ont'd)			C
🥒 winstar	۴٥	For the Month ended	ded		-Lucent-Technologies Bellabs movadors	lons .
Stock War Gardinas		December-00				
	Lucent	F004	Lucent	Non-Lucent	Total	Cum mutative
5 L A O	Involces	(Non-Cash)	Content	Content	Draw down	Loan Balance
OLD FACILITY						
	20,930,482	000'009	21,530,482	27,500,000	49,030.482	49 030 482
٥	8,481,721		8,481,721	20,000,000	28.481.721	77.612.203
	19,178,735		19,178,735	30,000,000	49,178,735	126,690,938
February 28,	8,700,019		9,700,019	10,000,000	19,700,018	146,390,957
2	3,794,008		3,794,008	30,000,000	33,784,008	180,184,985
April 30.	57,992,869		57,992,669	26,000,000	82,882,689	263,177,634
	16,882,838		16,882,638	20,000,000	36,882,638	300,080,272
	32,040,822		32,040,822	26,000,000	57,040,822	357,101,094
July 31,	57,379,023		57,379,023	35,000,000	92,379,023	449.480.118
August 31,	22,026,719	10,500,000	32,526,719	64,000,000	98,528,719	548,008,837
September 30,	6,137,783		5,137,763	35,000,000	40,137,783	588,144,600
October 28,	27,185,469		27,185,459	35,000,000	62,186,458	648,310,059
13 Dacembar 7, 1999	28,741,981		26,741,981	61,258,039	78,000,000	726,310,058
Оесетьег 13, 1999	္		,		(350,000,000)	376,310,058
December 13,	Sale To Bony				(280,000,000)	128,310,059
December 30,	22,986,730		22,988,730	35,000,000	57,886,730	184,298,789
	•		•	12,708,383	12,706,383	187,003,172
	16,348,881		18,346,881	00.0	18,346,881	213,350,053
	3,761,721	•	3,751,721	26,000,000	28,751,721	242,101,775
February 28,			47,407,122	30,000,000	77,407,122	319,508,897
19 March 31, 2000	68.		68,394,707	70,000,000	138,384,707	457,903,804
2	Sale To Bony				(457,903,603)	0
20 April 20, 2000		11,055,000	11,055,000	111,000,000	122,055,000	122,055,000
	Final Repayment	1			(122,055,000)	0
NEW TACILITY						
Bunc	167.174,407		187,174,407	80,889,689	248,064,106	248,064,108
July 31,	15,412,989		15,412,889	68,956,729	72,369,718	320,433,824
	18.159,440		18,159,440	55,381,461	73,540,892	393,874,718
Se	35,670,396,11	0	35,670,398	67,388,372	103,058,788	487,033,464
	88,912,173.62	0	68,912,174	124,020,147	192,932,321	689,885,805
26 November 29,2000			33.601,970	30,002,834	63,604,904	163,570,709
	Repayment				(184,000,000)	559,570,709
27 December 29, 2000	2,006,913.97		2,008,914	92,324,882	94,331,898	653,902,605
Total Draw downs	807,277,471	22,155,000	829,432,471	1,198,428,737	653,902,605	

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Financing View (cont'd)

			September-99			
				Total		
		Lucent	Fees	Lucent	Non-Lucent	
ă	Drawdowns	invoices	(Non-Cash)	Content	Content	Total
	1 December 4, 1998	20,930,482	600,000	21,530,482	27,500,000	49,030,482
	2 December 29, 1998	8,481,721		8,481,721	20,000,000	28,481,721
	3 January 29, 1999	19,178,735		19,178,736	30,000,000	49,178,735
	4 February 26, 1999	9,700,019		9,700,019	10,000,000	19,700,019
	5 March 28, 1999	3,794,008		3,794,008	30,000,000	33,794,008
	6 April 30, 1999	57,992,669		57,992,669	25,000,000	82,992,669
	7 May 28, 1999	18,882,638		16,882,638	20,000,000	36,882,638
$\tilde{1}$	June 30, 1999	32,040,822		32,040,822	25,000,000	57,040,822
	9 July 31, 1999	57,379,023		57,379,023	35,000,000	92,379,023
위	August 31, 1999	22,026,719	10,500,000	32,526,719	64,000,000	96,526,719
티	1 September 30, 1999	5,137,763		5,137,783	35,000,000	40,137,763
]						
l						
잍	Total Borrowing in Year 1	253,544,600	11,100,000	264,644,600	321,500,000	586,144,600
						-
	Actual Ratio			45%	25%	
	Required Ratio			%29	35%	

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			For the Month ended	ded		
			October-00			
				Total		
		Lucent	Fees	Lucent	Non-Lucent	
Dray	Drawdowns	Involces	(Non-Cash)	Content	Content	Total
	October 29, 1999	27,165,459		27,165,459	35,000,000	62.165.459
7	December 7, 1999	26,741,961		26,741,961	51,258,039	78.000.000
e .		22,986,730		22,986,730	47,706,383	70,693,113
4	8	16,346,881		16,346,881	00.00	16,346,881
5		3,751,721		3,751,721	25,000,000	28,751,721
9	February 28, 2000	47,407,122		47,407,122	30,000,000	77,407,122
_	March 31, 2000	68,394,707		68,394,707	70,000,000	138,394,707
8	April 20, 2000	0.00	11,055,000	11,055,000	111,000,000	122,055,000
6		167,174,407		167,174,407	60,889,699	248,064,106
유		15,412,989		15,412,989	56,956,729	72,369,718
=	August 31, 2000	18,159,440		18,159,440	55,381,451	73,540,892
12	September 29, 2000	35,670,396.11	0	35,670,396	67,388,372	103,058,768
Tota	Total Borrowing in Year 2	449.211.815	11.055.000	AED SAE 04E	020 000 000	
				CIOCOTOR	020,000,000	1,030,847,488
	Actual Ratio			42%	28%	
	Required Ratio			%02	30%	

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Financing View (cont'd)

			Forthe	For the Month ended			
	-		200	December-00			
·							
		Lucent	Fees	Capitalized	Lucent	Non-Lucent	
Draw	Drawdowns	Invoices	(Non-Cash)	Interest	Content	Confert	Total
-	October 23, 2000	68,912,173.52	0	0	68,912,174	124,020,147.35	192,922,321
Ñ	November 29,2000	33,601,970.04			33,601,970	30,002,934,38	63,604,904
<u>හ</u>	December 29, 2000	2006,913.97			2,006,914	30,000,052,04	32,006,996
4	December 29, 2000	-				62,324,990,00	62,324,930
	-						
Total	Total Borrowing in Year3	104,521,058	•	•	104,521,058	246,348,064	350,889,121
				-	•		
		33,601,970.04					
Actua	Actual Ratio				30%	20%	
Requ	Required Ratio				302/	30%	

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Profitability Analysis

WinStar										-	-	
									-	-	+	T
AG	Actual RP for FY2000	001	Scenario 1		Scenario 2		-	1	1	-	+	T
		Asa % of		As a % of		As a % of			+	1	+	1
1	FY2000	Revenue	Stretch View	Revenue	Realistic Plan	Revenue						
Revenue	410,000,000		410,000,000		410,000,000			1	\dagger	+	+	T
SGP	203,227,000		306,227,000		235 000 000		1	1	1		+	
SGP %	48.6%				305.75		1		1		-	
	174,800,000	42.6%	131,10	32.0%	131.400.000	30 00			1	-	+	7
Notes Rec	497,000,000	121.2%		48.5%	248.500.000	80.00			+	1	+	1
Net Assets	993,885,449	242.4%		159.0%	701 6RS 449	471 402		1	1	-	+	1
Capital Char	119,268,254	29.1%	1	19.1%	84 202 254	20.50			1	+	1	1
Own Experis	23,109,000	5.6%		3.0%	12 300 000	2000			+	1	-	
NOPAT	(35,052,619)	L		19.2%	7 529 381	200	+		+	_	+	1
Realized Pro	(154,318,873)	Ŀ		2	100,000,1			1	1	_	-	
		L			(10,012,013)	-10.7%			-		-	
Notes:								1		-	-	
-												
al RP for	Actual RP for FY 2000						1		7			
alized Pr	1) Realized Profit is determined as NOPA	as NOPAT	T minus the Capital Chama (Capital Chama is 13% of Not Account	ma (Canital	Chamo is 430k of Not	1		1	1	-	-	
nStar is c	2) WinStar is driven to negative Realized	,	Profit because of AVR & NR and its effect on Net Assets	NR and its of	Port on Net Accept	('Speco			1	-	+	1
t Assets	3) Net Assets are charged @ 12% pushir	2% pushing	to the Capital Charge to \$119M (29% of Revenue) in the case of WinStar	\$119M (29%	of Revenue) in the cas	e of WinSter			1	+	+	T
e revenue	4) The revenue for this analysis reflects a		reduction of \$125M to reflect the 4Q software deal	flect the 4Q so	oftware deal,		-		\dagger	+	+	T
1						-			\dagger	1	1	T
anio 1 - (Scenario 1 - (Stretch View) If A/R is redu		ed by 25%, NR is reduced by 60%, SGP Increased to 75%, and Own Emense is 3% of Beyanne, Mingham	3 90 by 60%, s	GP Increased to 75%	and Own Fre	ense is 3% of 5	אל מייימיסי	1000	+	+	T
srginally a	is marginally able to achieve a positive RP	positive RP.					1000000	9011040	182	1	+	T
									-	1	+	T
ario 2 - {	Realistic view to t	to get on trac	Scenario 2 - (Realistic view to to get on track) I AIR is reduced by 25%, NIR is reduced by 50% (vs 60%), SGP is increased to 57% (vs 75%), and Own Expense	25%, NR Is	reduced by 50% (vs 6)	0%), SGP is in	creased to 57%	(vs 76%).	and Own	e sue con	+	T
o of Rava	inue, WinStar still	has a negati	is 3% of Rayenue, WinStar still has a negative RP, however, it has been halved and can possibly achieve profitability with a sound 3.5 wear plan	been halved	and can possibly achi	eve profitability	with a sound 3	-5 war nlan	-	-	+	T
									+		+	T
								_	_	_	_	_



NAR Installed Base and Opportunity Wilder Wi

NAR Installed Base

Winstar has an installed base of 50 5ESS Switches with Octel Voice Messaging

Nationwide ATM network composed of Lucent CBX500/GX550 core switches

nitial Build of Metro Network using Lucent SONET and Lucent DWDM (400G) Core Long Haul Optical Network **DWDM** terminals

Suite of Lucent OSS/BSS software

NAR 2001 Opportunity

Completion of Long Haul ONG routes

Metro Network -Chromatis

Converged Access Solution

Data Center Deployment - Professional Services, Softswitch

IP Core and Metro Deployment

winstar

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International Installed Base and Opportunity

Lucent Technologies Bell Labs innocator

Current Footprint

- Winstar has Lucent ATM network in Netherlands, Belgium, Germany, UK and Argentina, Hong Kong in progress
 - Data Services, ISP, Web Hosting and Co-location entry strategy for international
- Circuit Switched voice not in plans

2001 Opportunities

- Long Haul and Metro Optical roll-outs
- Enhanced IP Services -VolP
 - ATM Core Networks
- Converged Access

LW00228399



Cap Ex Analysis Winstar Global 2000 Budget Analysis

Significant and an arrangement of the state	
	Budget .
Categories	(\$)
Central Offices	
Construction and Environmental	20,000,000
New and Growth- Switching	78,800,000
Central Office Totals	96,600,000
Service Nodes	
ATM Equipment	28,000,000
Routers	10,000,000
DACS	25,000,000
Service Data Node Totals	63,000,000
New Site Builds and Installs	20.000.07
Equipment - PSAX	000 000 9
Hubs Site Totals	.000,000,00
B/C S/tes	
New Site Builds and Installs (includes network elements &	
cabinet logistics)	110,000,000
Maintenance, Spares	5,000,000
Hi Speed Internet Access Routers	000'000'9
Other (Augments-Existing Sites)	8,000,000
B/C Site Totals	129,000,000
Optical Networking (mostly NA)	
New Long Haul & Motro	101,000,000
Wme, MFN, other IRU's	170,000,000
Optical Networking Totals Professional Services and Labor	271,000,000
Total analysis	400 000 001
Capital (WNS) Labor	100 000 000
Operations, Installation	11 300 000
Lucent Services (C5 Items)	28,000,000
•	239,300,000
Data Centers	50,000,000.00
Core Infrastructure (Servers & Storage, etc.)	
Customer Wab Hosting Equipment (Routers, Firewalls, etc.)	
Construction & other Services	
Data Center Totals	50,000,000
Radios	80,000,000
Miscellaneous Totals	80,000,000
2000 Budget Total	1,003,900,000



Lucent Technologies (hoselor 1861)

Negotiating Points

What Lucent Wants:

Financing

- Reduce Lucent commitments to expected Lucent purchases
- Finance 70% Lucent content (to be defined as equipment manufacture or formally OEM by Lucent and/or services performed by Lucent) / 30% Non-Lucent content, with each draw in compliance with this ratio

What Winstar Would Want:

- · Finance with minimum Lucent content requirement
- Possible plan to borrow \$1B by April 2001
 No payback schedule
 - Eliminate refinance trigger

0

What Winstar Would Want



Negotiating Points (cont'd)

Lucent Technologies Bell Labs Innovator

What Lucent Wants

Financing (cont'd)

- the Lucent facility effective immediately. for our Credit agreement on an ongoing basis AND/OR Winstar agrees that no and then become standard provisions additional draws will be made under Notice become effective immediately existing provisions of the Refinance Rather than waiting 4/4/01, the Specific provisions include:
- consent, without regard to the number - Lucent is free to assign Loans without of lenders, the status of the lenders, and with full voting rights for the lenders.
 - The interest rate margin on Loans increases by 2%.
- Winstar is limited in its borrowing for non-Lucent content.

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Lucent Technologies

Negotiating Points (cont'd)

What Lucent Wants

Financing (cont'd)

What Winstar Would Want

• Reduction of outstanding Lucent Loans by Winstar beginning immediately by a net amount of not less than \$100M/quarter until all outstanding Lucent Loans have been repaid.

"Nice to Have's"

- Finance 100% Lucent content only

- Share in same structure, provisions, pricing, etc. as Bank Group

- Eliminate Fee Refund provisions - Revisit mandatory prepayment provisions of our Agreement, ie,

\$350M equity threshold.

winsta

· Minimal requirement on content

· Continue with "Best of Breed"





Lucent Technologie

Negotiating Points (cont'd)

What Lucent Wants

Supply Agreement

- Incorporate a dollar amount in the Supply Agreement to coincide with Financing Agreeement
 \$31M payment for non-compliance on 70-30% content requirement
 - · Strictly enforce content requirement
- Eliminate "Best of Breed"/compromise move to "Best of Solution"
- Change title, risk of loss and acceptance terms
 Establish time limits to ability to dispute
 - charges
 Comply with the contractual

commitment for "C5 Services" over five years.

What Winstar Would Want

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Case 1:06-cv-00147-JJF

What Winstar Would Want

Negotiating Points (cont'd)

(____

What Lucent Wants

Outsourcing Services Agreement

·Winstar to pay cost of finance (ie,collateral and/or guarantees) over and above turnkey price ·Enhanced security package

•Go forward with Services

Agreement

 Continue to finance irrespective of "phase"

Lucent as a systems integrator



Lucent Technologie Bellias prosido

Negotiating Points (cont'd)

What Lucent Wants

What Winstar Would Want

Solutions

- · Change in Hub and B pricing
- · Win (rewin) metro optical business
 - Adherence to volume commitments
- Continue to get all long haul optical business (need to verify volume)
- Enhanced Lucent awards outside the US
- Do we want to ask to redefine 4Q00F deal?

Eliminate product problems, i.e., 400G experience
Take back optical equipment

- 1 ake back optical equipment
 currently in warehouse
 Changes in product portfolio to meet
 their needs (agree on reusability)
 - More Lucent OEM relationships

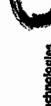
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te work we've performed. Meetings are scheduled to

he disputes.

ed fee contract for the SS7 project and we are owed

the Vocall deal (\$1.8M equipment;



Open Issues List

Winstar Request

Lucent Suggested Response Lucent Technologies Cali Labs inno-adom

This pricing is not profitable for Lucent. New pricing being proposed by Lucent.	
 Reconciliation of B & Hub pricing based on new pricing levels (\$20K/B; \$400K/Hub); apply new pricing going forward. 	

2. Include all costs in B, Hub pricing (radios, A&E, construction management and other overhead services)	Radios and overhead services are not included in B, Hub pricing; services are based on headcount requirements over a period of time
3. Vocall: Winstar has requested \$1.4M of their liability be waived.	Winstar owes Lucent \$3.2M from the Vocali deal (\$1.8M equipme \$1.4M termination charges.)

4. 100 Building Project: Winstar purchased \$3.7M of equipment	pment Lucent has held we will not issue the \$3.7M credit
for this project (4Q99/1Q00) but subsequently cancelled. Winstar	
requested a credit and Lucent CT agreed due to the fact Winstar	nstar
had awarded us a \$133M PO for the buildout of their network.	J.K.
Winstar then cancelled this PO and Lucent CT denied the credit.	redit

5. Dispute of \$2,353,068 (portion previously paid) in invoices for	Lucent has a fixe
SS7 project because the entire project is in dispute.	this money for th
	try and resolve th

6. Lucent to pay extra \$900K to upgrade Winstar's SS7 network	Lucent believes we are not obligated to nay this: it was not included in
	the Scope of Work.
7. Lucent to pay \$700K to migrate SS7 traffic from Illuminet to	Scope of Work was changed mid-project to shift this responsibility to
Winstar's SS7 network.	Winstar. This was not properly documented. Due to the ambiguity

Scope of Work was changed mid-project to shift this responsibility to	Winstar. This was not properly documented. Due to the ambiguity,	Lucent may be willing to perform this service for no extra charge in	return for dropping all other disputes/pentalties regarding this project,
te SS7 traffic from Illuminet to			



Negotiation Strategy

Motivation: Conserve Cash, Reduce Expenses on Financing

- · Play hardball on chaning financing terms (but until April not sure what the incentive would be for Winstart to make changes)
 - Drive them to seek financing arrangements with other vendors (ie. Nortel)
 - Significantly reduce revenue opportunity
 - Slowly dissolve strategic partnership

Motivation: Top line growth with improved profitability

Support Winstar's aggressive business plan (higher Caps budget) and require revenue of

Change to "Best of Solution" concept

Attain 70% of Lucent content - strategic requirements

Results: - all optronics

higher % access opportunity at adjusted price levels

move forward with outsourcing agreement Continue with C5 Services

Adjustment on some contractural terms

Scenario 3

Motivation: Balance the roles of Vendor and Banker from incompatible goals to a mid-point · Reduce reliance on financing from Lucent but without driving Winstar to other vendors

affiliate program

special purpose trust

slow down netowrk expansion and focus

Formalize a plan with Winstar over a four quarter period

Spending level per quarter (70% Lucent)

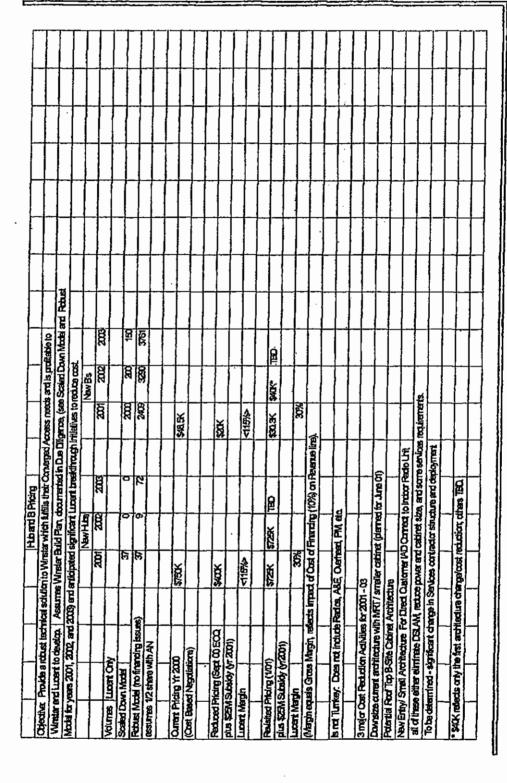
Draw down requriements per quarter

Payback plan per quater



Lucent Technologies Belluts knovskom

Hub's & B's Pricing







Back-Up



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Metro Optical Build-Out



Lucent Technologi Bellabilinger

Problem Statement

York, Boston, and Chicago where less space was available for hubs and growth ie. Cities) Winstar has stated that they are typically in older cites such as New Winstar claims to have 20 "constrained" hubs in need of immediate space and power reductions. Lucent has not been provided a list of these hub locations. has occurred.

constrained" hubs in order to avoid using racks of M1/3 mutiplexers and manual these hubs, they can utilize the Cisco's Optical, DWDM and ATM capabilities for Problem goes away with converged architecture but that does not help existing those customer applications. See attached figure of legacy hub configuration. optical or electrical equipment at DS3 in the Hub. If Cisco gains a footprint in DSX panels to groom traffic from DS3 and DS1 radios prior to interfacing the in hubs, which are constrained, Winstar cannot add additional customers. Winstar would like to use the Cerent "DACs" solution to relieve these hubs.

grooming functionality to provide the DACS function Winstar has requested for As of today, Winstar feels Lucent **does not** have a product that has the full VT their New & Existing Metro builds

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LW00228411



Metro Optical Build-Out



Case 1:06-cv-00147-JJF

Lucent Solution

- The Chromatis Metropolis solution:
- Winstar believes that in July 2001 Lucent's Chromatis solution will be the best all around product for their metro needs when the VT1 grooming capabilities are available in release 3.
- disadvantage that Winstar would have to do a transition to the AX-11 and then not reducing the footprint as much as the Cisco solution it will provide remote Release 2 product combined with the AX-11 small DACS product. Although available in July. New hubs being put on fiber rings where there is plenty of A proposed interim solution for constrained hubs would be the Chromatis a second transition to the DS1 cards on the Chromatis when they become space available could use the Chromatis solution with the current CAC provisioning and management of DS1 cross-connects. There is the configuration for DS1 terminations until release 3 is available.
 - Winstar has a Chromatis release 2 system in the lab and will be under test this
- The Winstar Customer Team has been assured there are units in the funnel for delivery to Winstar in 1Q01 (Release 2 upgradable to R3 in July).

Winstar is concerned they will be one of the first customers to implement this technology. Winstar would like to avoid this because of all the problems they have as on of the first customers for 400G. Winstar will want guarantees on product and feature (VT) grooming) availability timeframes

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Metro Optical Build-Out

Lucent Advantage

Chromatis is a true multi-service product with DWDM, ATM, TDM functions in one shelf. In July 2001, Chromatis will meet all of Winstar's requirements.

Chromatis Executives (Bob Barron, Jim Dertzbaugh) are available to help Champion

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Integrated Yes – fully in Promised into shelf 6/01 Integrated DV with option for Amplification lambdas now 3 - Fully mar solution proving node addition No-would haw add-on such a shelf – larger and 2 transition mode – Don't be first 1 - 4500 or 2 No-	Key Features	ntures Cisco 454	-	Chromotio	
Add on Lightstream Integrated 1010 Avanex Passive Add on - 18 lambdas @ 200G spacing - Manual adjustments at every node to add nodes in future F Have now - 14 DS 1s ge per card like 1) Thousands in the field over two years - Avanex option relatively new 4 bay No March?			Future		Furture
1010 Avanex Passive Add on - 18 lambdas @ 200G spacing - Manual adjustments at every node to add nodes in future If Have now - 14 DS1s ge per card over two years - Avanex option relatively new bay No March?	ATM	Add on Lightstream	Integrated	Yes - fully integrated	2 11117
Avanex Passive Add on - 18 lambdas @ 200G spacing - Manual adjustments at every node to add nodes in future If Have now - 14 DS 1s per card like 1) Sperience Thousands in the field over two years - Avanex option relatively new 4 bay No March?	•	1010	Promised	into shelf	
Avanex Passive Add on - 18 lambdas @ 200G spacing - Manual adjustments at every node to add nodes in future Have now - 14 DS 1s ger card like 1) per card over two years - Avanex option relatively new 4 bay No March?	Divinis		0/01		
- 18 lambdas @ 200G spacing - Manual adjustments at every node to add nodes in future Have now - 14 DS1s g per card like) Perience Thousands in the field over two years - Avanex option relatively new 4 An	DWDM	Avanex Passive Add on		Integrated DWDM	
spacing – Manual adjustments at every node to add nodes in future I Have now – 14 DS1s ger card like) Per card Over two years – Avanex option relatively new 4 March?		- 18 lambdas @ 200G		with option for	,
adjustments at every node to add nodes in future Have now — 14 DS1s g per card like Derience Thousands in the field over two years — Avanex option relatively new 4 No No March?		spacing - Manual		Amplification - 8	
future Have now — 14 DS1s per card like perience Thousands in the field over two years — Avanex option relatively new 4 No No March?		adjustments at every		lambdas now >16 rel.	
future Have now — 14 DS1s per card lke Perience Thousands in the field over two years — Avanex option relatively new 4 An No No March?		node to add nodes in		3 - Fully managed	
F Have now — 14 DS1s lke) per card lke over two years — Avanex option relatively new 4 No No March?		future		solution provides easy	
Have now — 14 DS1s g per card lke) per reard Over two years — Avanex option relatively new 4 An No No March?				node additions	
like Der card Der	DS1+VT	Have now - 14 DS1s		No-would have to use	Planned for
herience Thousands in the field over two years — Avanex option relatively new 4 A No No March?	grooming	per card		add-on such as AX-11	Rel 3 in
perience Thousands in the field over two years — Avanex option relatively new 4 No No March?	(DACS like			shelf - larger footprint	7/01 – 56
perience Thousands in the field over two years— Avanex option relatively new 4 An	Function)			and 2 transitions	DS1s per
perience Thousands in the field over two years— Avanex option relatively new 4 A NO No March?					card
over two years – Avanex option relatively new 4 A No No March?	Field Experience	Thousands in the field		Rel. 2 in ramp up	
Avanex option relatively new 4 No March?		over two years -		mode - Don't want to	
Ay No March?		Avanex option		be first	
No March?	Size-	4		1 4500 2200-	
No March?	Shelves/bay			S00C7 7 10 00C4 1	
	0C-192	No	March?	No	Rel 4 4001

Winstar

New Services Addendum – Executive Summary

Lucent Tethnologies Bei Lebs innovations

Phase I / Project Assessment

- Lucent will provide program managers to staff the Joint Global Program Management Office and manage the 27 Projects
- descriptions of Projects and corresponding Descriptions of Deliverables to be provided by develop outsourcing Proposals. Proposals will be developed in response to more detailed Winstar. All Proposals will either be accepted or rejected by Winstar by August 31, 2001 •Lucent will provide Project Assessment Teams to evaluate each of the 27 Projects and
- •Lucent employees (program managers and Project Assessment Teams) will be billed at market rates plus the cost of financing

Major Change: Lucent will not be responsible for completion of the Projects, will not subcontract work back to Winstar, and will not accept purchase orders for work to be performed by Winstar

Phase II / Implementing Proposals

- •Lucent will implement Proposals that will most likely involve complete outsourcing of Project to Lucent for a fixed price
- •Lucent Proposals will specify how Lucent will implement the Projects, for example, Lucent may hire Winstar employees, may utilize Lucent employees or contractors, or may assume Winstar third party contracts. Winstar may either accept or reject Lucent Proposals
- •Lucent Proposals will also specify payment and acceptance terms if different than the Supply Agreement

Executive Summary (cont'd)



Lucent Technologies

Case 1:06-cv-00147-JJF

General Terms and Conditions

•Lucent may terminate management or implementation of a Project or Deliverable within 6 months of providing notice of intent to terminate. Also may terminate for breach of payment obligations, subject to notice and cure provisions specified in the Supply Agreement Lucent relieved of any warranty breach under the Supply Agreement if caused by Winstar employees, contractors or subcontractors

Compensation, theft, entitlement to employee benefits) by Winstar employees, contractors, ·Winstar to indemnify Lucent for claims (death, injury, property damage, Workmen's and subcontractors

•Unless Lucent otherwise specifies in its Proposals, Lucent will not warrant that the Network implemented as a result of these Proposals will interoperate

Filed 06/14/2006

•Note: Winstar has indicated reluctance to add new indemnities or alter warranties set forth in the Supply Agreement

LUCENT/WINSTAR END OF QUARTER DEALS FISCAL YEAR 2000 **EOQ Deals**

Lucent Technologies	Lucent Revenue Credits to Winstar		(S3M) (M£2)	(\$14M) (\$2.9M)	·	\$22,900,000
	Equipment Stored in Warehouse		PSAX 2300; 190 systems (\$11.9M) staged in Lucent's Columbia, MD warehouse; CopperCom: 30 systems (\$4.9M) staged in Lucent's Columbia, MD warehouse	CBX 500: 23 Systems (\$7.5M) in Winstar DE warehouse; GX550: 10 systems (\$3.5M) in Winstar DE warehouse;	Cumulative: ONG equipment: \$58M in Lucent's Morrow, GA warehouse (will be depleted by Feb/March 2001) \$185S: 1 Model 2A (\$1.3M) stored in Lucent warehouse for approx. one year	\$87,100,000
TOTAL TENERS TO THE TOTAL TOTA	Winstar Sales to Lucent	\$10M (Radios)	\$10M (Radios) \$25M (Lit Fiber IRU's)	\$10M (Radios)		\$55,000,000
Instar EOQ Deal	Lucent Billed Rev	\$113,902,391	\$114,977,092	\$130,050,799		5358,930,282
	Winstar PO's*	\$96,791,572	\$327,834,358 (includes \$133M PO for 5,200 Max 20's which were never ordered; 200 PSAX 2300's which were all shipped; only \$19M of this PO actually billed)	\$112,728,000	·	\$537,353,930
	Quarter	õ	8	8		TOTA

* These were not the only PO's received from Winstar during these quarters. This list includes the PO's that were involved in the EOQ deals,

winstar

EOQ Deals

Lucent Technologies 84 Labs Innovation

04 Billed Revenue

\$158M (Included \$135M Software pool)

Deferred Billing

Pricing Commitments

provide Lucent these 3,000 B's in 2001 or at least half of the total build program of 2001 if building issues prevent Winstar from providing (previous price was \$713K). Winstar committed to deploy Lucent's converged access solution in at least 3,000 B's. Winstar committed to B/Hub Site: Effective October 1, 2000 for all new B's, Hubs: \$20K per B site pricing (previous price was \$57K); \$400K per Hub pricing Lucent with 3,000 B's. If the latter is the case, the remaining B's will be built in 2002. Optical Networking: Winstar agreed to exclusive build of long haul and metro networks in the domestic U.S. with Lucent's solution. Lucent agreed to meet Sycamore pricing for the same product with like features, capacity and network design.

Winstar Contractors

Lucent agreed to pick up Winstar's contractors retroactive to October 1, 2000 subject to contract negotiations to be completed by the end of October, 2000

Enterprise Integration Laboratory

needed for a term of 18 months commencing November 15, 2000. The lab will demonstrate flow through provisioning and fool proof record Lucent committed to provide up to \$45M worth of equipment and services for the development of an Enterprise Integration Laboratory as ceeping across network technologies.

Credits

\$35M (to be applied in fiscal Q12001)

Restructuring of the End Of Quarter Deal

(9/2000)

- \$135M Software Pool
- \$10M Credit issued 9/2000
- \$35M Credit to be issued 4Q2000 (Calendar)
- \$45M Lab commitment to be implemented within 18 months
- \$20M of actual software from list provided. Any software purchased by Winstar that is not on this list will be purchased seperately
- \$25M to subsidize Hub and B pricing for 3,000 Bs at \$20K per B and \$400K per Hub
- Software Pool Payment terms outlined as \$33.75M on each of the following dates: 1/15/2001, 3/30/2001, 6/29/2001, 8/29/2001.

- Original \$135M Software Pool Eliminated
- \$10M Credit issued 9/00 stands, but "payback" element agreement signed
- \$35M Credit issued 4Q00 stands, but "payback" element agreement signed
- Winstar issues Lucent a PO for \$45M to build Lab
 Winstar issues Lucent \$20M for listed software
- Winstar issues Lucent PO for 1,200 Bs at \$40K per B, and 20 Hubs at \$450K per Hub. Per original agreement, remaining 1,800 Bs will be priced at \$20K & \$400K.
- * (Frices do not include Radios, and overhead costs such as A&E, Construction Mgt, Engineering services, integration NOC support, etc. Hub and B pricing is based on the scope outlined in original proposal. Outside the scope elements will be subject to the change management process and agreed upon fence

ddelines.)

Pros and Cons of Restructuring of 135M Software Deal with Winstar

Pros

- Negotiating position to change certain elements.
- Easier treatment of individual elements from a Lucent accounting standpoint.
- Clearer understanding from all affected
 parties on what the agreement is for.
 Lucent Hub and B deployment team see

more direct impact of services rendered,

and value delivered. No confusion on

budget.
 Winstar gains advantage with payment terms (I.e. they would change from present terms, to whatever new agreement would be).

Cons

- Lucent is "guaranteed" Winstar revenue (or cash) stream on original dates specified in the agreement.
- Lucent CFO org has a somewhat reasonable approach to "treating" these \$\$ from Winstar (there is a question on treatment of \$25M Hub and B pricing subsidy).
- Gives Lucent flexibility in allocating \$25M Hub and B pricing subsidy (otherwise additional Hub and B dollars come in when jobs completed).

CONFORMED COPY

CREDIT AGREEMENT

Dated as of May 4, 2000

among

WVF-I LLC, as Initial Borrower,

Any Additional Borrowers Party Hereto,

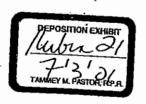
WINSTAR COMMUNICATIONS, INC.,

The Lenders Party Hereto,

THE BANK OF NEW YORK, as Collateral Agent,

and

LUCENT TECHNOLOGIES INC., as Administrative Agent



[Reference No. 7725-064]



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will be necessary in each such jurisdiction during the period of 18 months after the date of such certificate in order to maintain the effectiveness and perfection of all Liens granted under all Foreign Subsidiary Security Agreements.

- (c) Notwithstanding the foregoing, no fixture filing shall be required with respect to Collateral constituting fixtures at a single customer location unless all the Collateral constituting fixtures at such location has an aggregate Collateral Cost in excess of \$100,000.
- SECTION 5.15. <u>Casualty and Condemnation</u>.

 (a) The Parent and the Borrowers shall furnish to the Agents and the Lenders prompt written notice of any casualty or other damage to any material portion of any Collateral or the commencement of any action or proceeding for the taking of any Collateral or any part thereof or interest therein under power of eminent domain or by condemnation or similar proceeding.
- (b) If any event described in paragraph (a) of this Section results in Net Proceeds (whether in the form of insurance proceeds, condemnation award or otherwise) and either the aggregate amount of all such Net Proceeds exceeds \$5,000,000 or a Default has occurred and is continuing, the Collateral Agent is authorized to collect such Net Proceeds and, if received by any Borrower, any Foreign Subsidiary Equipment Owner or any other Consolidated Group Member, such Net Proceeds shall be paid over to the Collateral Agent. All such Net Proceeds retained by or paid over to the Collateral Agent shall be held by the Collateral Agent and released from time to time to pay the costs of repairing, restoring or replacing the affected property in accordance with the terms of this Agreement and the applicable provisions of the applicable Security Agreement, subject to the provisions of the applicable Security Agreement regarding application of such Net Proceeds during a Default.
- (c) If any Net Proceeds retained by or paid over to the Collateral Agent as provided above continue to be held by the Collateral Agent on the date that any prepayment is due pursuant to Section 2.09(c) in respect of the event resulting in such Net Proceeds, then such Net Proceeds shall be applied to prepay Borrowings as provided in Section 2.09(c).
- SECTION 5.16. <u>Temporary Restricted Subsidiaries</u>. On or before the first anniversary date of the date hereof, the Parent shall cause each Temporary Restricted Subsidiary to (a) become a direct or indirect Subsidiary of the Bank

Borrower, (b) Guarantee the Bank Loans and (c) pledge a substantial majority of its assets to secure the Bank Loans to the extent legally permissible.

SECTION 5.17. <u>Leasing of Collateral</u>. Each Borrower will enter into, as lessor, operating leases with respect to all Collateral owned by it providing revenues sufficient to satisfy its Obligations as and when due. Any such leases shall comply with Section 6.13.

..... ARTICLE VI

Negative Covenants

Until the Commitments have expired or terminated and the principal of and interest on each Loan and all fees payable hereunder have been paid in full, each of the Parent and the Borrowers covenants and agrees with the Lenders that:

- SECTION 6.01. <u>Limitation on Indebtedness</u>.

 (a) None of the Consolidated Group Members shall Incur any Indebtedness, except, without duplication:
 - (i) Subject to Section 6.12, Indebtedness of the Bank Loan Parties to the Bank Agent, the Bank Lenders and Bank L/C Issuer under the Bank Credit Documents;
 - (ii) Indebtedness of the Bank Borrower or a Restricted Subsidiary owed to and held by the Bank Borrower and Restricted Subsidiaries; provided, however, that (A) such Indebtedness may not be sold, pledged, assigned or in any way transferred to a Person other than the Bank Borrower and Restricted Subsidiaries and the instruments evidencing the Indebtedness must so provide, (B) the occurrence of any event that results in a Restricted Subsidiary that is owed or holds Indebtedness ceasing to be a Restricted Subsidiary shall constitute a transfer of the Indebtedness, (C) the Bank Borrower may only Incur Indebtedness under this clause (ii) if the Indebtedness is unsecured and expressly subordinated to the prior payment in full in cash of all Loans and obligations Incurred in any way under the Loan Documents and (D) for avoidance of doubt, the Parent, Principal Subsidiaries, Vendor Financing Obligors and Designated Foreign Subsidiaries may not Incur Indebtedness under this clause (ii);

- (iii) Indebtedness of the Parent Incurred under the Bond Notes Offering and Indebtedness of the Parent Incurred in respect of the Series C Stock Transaction, and any Refinancing of Indebtedness permitted under this clause (iii);
- (iv) Indebtedness existing on the date hereof as set forth on Schedule 6.01;
 - (v) Purchase Money Indebtedness;
 - (A) Incurred by the Loan Parties under the Loan Documents,
 - (B) Incurred by the Bank Borrower,
 Restricted Subsidiaries, Principal Subsidiaries,
 Vendor Financing Obligors and Designated Foreign
 Subsidiaries under Fiber Capital Lease Obligations
 not to exceed \$250.0 million, excluding the MFN
 Fiber IRU Capital Lease Obligations and the
 Williams Fiber IRU Capital Lease Obligations;
 provided that Indebtedness Incurred under this
 clause (v)(B), shall be on commercially reasonable
 terms and conditions,
 - (C) Incurred by the Bank Borrower, Restricted Subsidiaries, Principal Subsidiaries, Vendor Financing Obligors and Designated Foreign Subsidiaries in respect of Data Center Equipment Financings (or Incurred by the Parent or the Bank Borrower, in the form of a Guarantee) not to exceed \$150.0 million; provided that any Guarantee of Indebtedness Incurred under this clause by the Bank Borrower shall be (1) substantially in the form of Exhibit F attached hereto or, otherwise (2) on terms and conditions reasonably acceptable to the Administrative Agent, such acceptance not to be unreasonably delayed,
 - (D) Incurred by the Bank Borrower,
 Restricted Subsidiaries, Principal Subsidiaries,
 Vendor Financing Obligors and Designated Foreign
 Subsidiaries in respect of Network Equipment
 Financings (or Incurred by the Parent or the Bank
 Borrower, in the form of a Guarantee) not to
 exceed \$250.0 million; provided that any Guarantee
 of Indebtedness Incurred under this clause by the
 Bank Borrower shall be (1) substantially in the
 form of Exhibit F attached hereto or, otherwise
 (2) on terms and conditions reasonably acceptable

to the Administrative Agent, such acceptance not to be unreasonably delayed, or

(E) Incurred by the Bank Borrower,
Restricted Subsidiaries, Principal Subsidiaries,
Vendor Financing Obligors and Designated Foreign
Subsidiaries (or Incurred by the Parent or the
Bank Borrower, in the form of a Guarantee) not to
exceed \$100.0 million at any time outstanding;
provided that any Guarantee of Indebtedness
Incurred under this clause by the Bank Borrower
shall be (1) substantially in the form of Exhibit
F attached hereto or, otherwise (2) on terms and
conditions reasonably acceptable to the
Administrative Agent, such acceptance not to be
unreasonably delayed,

provided, however, that Indebtedness under this clause (v), other than clauses (A) and (B) above, shall be on commercially reasonable terms and conditions and, to the extent that any such Incurrence shall be in a principal amount exceeding \$25.0 million and not be Incurred by a Vendor Financing Obligor, on terms and conditions reasonably acceptable to the Administrative Agent, such acceptance not to be unreasonably withheld or delayed;

- (vi) Hedging Obligations consisting of

 (A) Interest Rate Agreements or Currency Agreements directly related to Indebtedness permitted to be Incurred by the Bank Loan Parties or Principal Subsidiaries; provided, however, that the notional amount of any such Hedging Obligation does not exceed the amount of Indebtedness to which such Hedging Obligation relates or (B) Currency Agreements used to hedge non-U.S. dollar currency exposures of the Bank Loan Parties or Principal Subsidiaries, entered into in accordance with customary industry practices for companies in the Telecommunications Business with international operations and not for purposes of speculation;
- (vii) Indebtedness of a Consolidated Group Member solely in respect of letters of credit, bank guarantees, banker's acceptances, cash deposits, surety bonds, bid bonds and performance bonds Incurred in the ordinary course of business; provided, however, that such instruments or deposits do not support any Indebtedness other than Indebtedness which, if Incurred by such Person, would be permitted to be Incurred pursuant to another provision of this covenant;

(viii) Indebtedness of the Bank Loan Parties and Principal Subsidiaries in an aggregate principal amount not to exceed \$50.0 million at any time outstanding;

(ix) Indebtedness of the Parent in an aggregate principal amount not to exceed the sum of (x) \$1.65 billion, (y) an additional amount equal to the sum of (A) the aggregate Net Cash Proceeds received by the Parent after the Effective Date from the issuance or sale of Capital Stock (other than Disqualified Stock) of the Parent (other than an issuance or sale to the Bank Borrower or any Restricted Subsidiary and other than an issuance or sale to an employee stock ownership plan or to a trust established by the Parent, the Bank Borrower, a Restricted Subsidiary or a Principal Subsidiary for the benefit of its employees) provided that such Net Cash Proceeds in this clause (y) are invested by the Parent in the Bank Borrower and such Investment is not in the form of Indebtedness and (B) the Fair Market Value of any Capital Stock (other than Disqualified Stock) of the Parent issued to any Person (other than a Subsidiary) in exchange for Telecommunications Assets which will be held by the Bank Borrower or a Restricted Subsidiary or in exchange for the Capital Stock of another Person a substantial majority of the assets of which consist of Telecommunications Assets in a transaction pursuant to which such other Person becomes a Restricted Subsidiary, in each case received or issued, as the case may be, subsequent to the Effective Date and (z) Conversion Notes and amounts raised and utilized by the Parent to invest in the Bank Borrower for the purpose of Refinancing Loans and that are applied to prepay Loans in accordance with this Agreement; provided, however, that Indebtedness Incurred under this clause (ix) is issued on terms (other than as to interest rates, redemption prices and issue price) no more restrictive than the Bond Notes Offering or, if more restrictive, such restrictions would not be more adverse than the terms of the Bond Notes Offering to the interests of the Lenders in any material respect; provided further that such Indebtedness has a Stated Maturity at least one year beyond the later of the maturity of the Loans and the maturity of the Bank Loans and further provided that no principal payments thereunder shall fall due during the life of the Loans or the Bank Loans and such Indebtedness shall be issued at commercially reasonable rates (it being understood that the rates applicable to Conversion Notes are deemed to be commercially reasonable);

- (x) Acquired Indebtedness Incurred by the Bank Borrower, Restricted Subsidiaries, Principal Subsidiaries and Designated Foreign Subsidiaries in respect of the acquisition of a Restricted Subsidiary, Principal Subsidiary or Designated Foreign Subsidiary;
- (xi) Refinancing Indebtedness in respect of Indebtedness Incurred with respect to the Outstanding Old Bond Debt or pursuant to clauses (iii), (iv), (v), (ix) and (x) of this Section 6.01(a); provided, that Indebtedness of the Parent cannot be Refinanced by Indebtedness Incurred by the Bank Borrower, any Restricted Subsidiary, Principal Subsidiary, or Designated Foreign Subsidiary; provided further, however, that Refinancing Indebtedness shall not include Indebtedness of a Restricted Subsidiary, Principal Subsidiary or Designated Foreign Subsidiary that Refinances Indebtedness of the Bank Borrower;
- (xii) Guarantees by a Consolidated Group Member of Indebtedness Incurred by an Unrestricted Subsidiary secured by a pledge of the Capital Stock of such Unrestricted Subsidiary so long as the pledge provides for no recourse against the Consolidated Group Member for such Indebtedness other than recourse against such Capital Stock;
- (xiii) Indebtedness Incurred pursuant to the MFN Fiber IRU Capital Lease Obligations and the Williams Fiber IRU Capital Lease Obligations and other Capital Lease Obligations arising under an agreement in effect on the date hereof; and
- (xiv) Guarantees by the Parent or the Bank Borrower of Indebtedness of another such Consolidated Subsidiary Group Member, to the extent the Parent or the Bank Borrower would be allowed to Incur such Indebtedness directly hereunder.
- (b) The Borrowers shall not incur any Indebtedness other than the Loans, notwithstanding whether any such Indebtedness would be permitted under Section 6.01(a).
- (c) All Indebtedness that the Bank Borrower and the Restricted Subsidiaries are permitted to Incur pursuant to Section 6.01(a) must be Incurred by the Bank Borrower (and shall not be Incurred by any Restricted Subsidiary), except (i) Indebtedness under the Bank Credit Documents, (ii) Indebtedness permitted by clause (ii) of

Section 6.01(a), (iii) existing Indebtedness of Restricted Subsidiaries referred to in clause (iv) of Section 6.01(a), (iv) Indebtedness permitted to be Incurred by a Restricted Subsidiary under clause (vii), (viii), (x), (xi) or (xiii) of Section 6.01(a) and (v) Purchase Money Indebtedness permitted by clause (v) of Section 6.01(a); provided that, in the case of any such Purchase Money Indebtedness other than the Loans and other than the Fiber Capital Lease Obligations, either (A) each individual financing constituting Purchase Money Indebtedness is in an aggregate principal amount not exceeding \$75,000,000 and is secured only by the Property the purchase price of which_was financed by the proceeds of such individual financing (and not cross-collateralized with any other Purchase Money Indebtedness) or (B) in the case of any other such Purchase Money Indebtedness, such Purchase Money Indebtedness is Incurred by a Vendor Financing Obligor.

SECTION 6.02. Limitations on Mergers, Consolidations and Sales of Assets. (a) None of the Consolidated Group Members shall be a party to any merger, consolidation or share exchange, or sell, transfer, lease or otherwise dispose of all or substantially all of its assets or property, including the Capital Stock of Subsidiaries, in one transaction or a series of related transactions, including any disposition of assets or property as part of a Sale/Leaseback Transaction or permit any Restricted Subsidiary or Principal Subsidiary so to do; provided, however, that this Section shall not apply to nor operate to prevent (i) the Bank Borrower, a Restricted Subsidiary, Principal Subsidiary or Designated Foreign Subsidiary being a party to any merger where the Bank Borrower, a Restricted Subsidiary, Principal Subsidiary or Designated Foreign Subsidiary is the surviving Person if, after giving effect to such merger, no Default would then exist; provided further that if a Restricted Subsidiary merges with a Designated Foreign Subsidiary or Principal Subsidiary and the Designated Foreign Subsidiary or Principal Subsidiary is the surviving Person, as the case may be, then such merger shall be deemed to be a conversion of the Restricted Subsidiary into a Designated Foreign Subsidiary or a Principal Subsidiary, as the case may be, and such conversion shall be subject to the restrictions herein, (ii) any Restricted Subsidiary or the Bank Borrower merging into another Restricted Subsidiary or the Bank Borrower if, after giving effect to such merger, no Default would then exist, or (iii) the Bank Borrower or any Restricted Subsidiary or Principal Subsidiary from selling its inventory in the ordinary course of its business or selling Capital Stock of Unrestricted Subsidiaries. Notwithstanding the foregoing exceptions, neither any Borrower nor any of

its Subsidiaries shall be a party to any merger, consolidation or share exchange, or sell, transfer or otherwise dispose of all or substantially all of its assets or property, including the Capital Stock of Subsidiaries, in one transaction or a series of related transactions.

(b) None of the Consolidated Group Members shall sell or issue any Capital Stock (i) of the Bank Borrower to any Person other than the Parent or (ii) of any Borrower to any Person other than the Pledgor (which shall pledge any additional Capital Stock of any Borrower it acquires to secure the Obligations). The Pledgor shall continue to be a Wholly Owned Subsidiary of the Bank Borrower.

SECTION 6.03. <u>Limitations on Liens</u>. (a) None of the Consolidated Group Members shall create, incur, assume or suffer to exist any Lien upon or in any of its property or assets, whether now owned or hereafter acquired, except the following Liens (collectively, "<u>Permitted Liens</u>"):

- (i) Liens arising by operation of law in connection with worker's compensation, unemployment insurance, social security obligations, taxes, assessments, statutory obligations or other similar charges, good faith deposits, pledges or Liens in connection with bids, tenders, contracts or leases to which such Consolidated Group Member is a party (other than contracts for borrowed money), or other deposits required to be made or surety bonds or other obligations of like nature (which for the purposes of this Agreement shall include letters of credit in the nature of a surety bond) required to be obtained in the ordinary course of business in connection with any of the foregoing; provided that in each case the obligation secured is not overdue or, if overdue, is being contested in good faith by appropriate proceedings and for which reserves in conformity with GAAP have been provided on the books of such Consolidated Group Member;
- (ii) mechanics', workmen's, materialmen's, landlords', carriers' or other similar Liens arising in the ordinary course of business (or deposits to obtain the release of such Liens) securing obligations not due or, if due, being contested in good faith by appropriate proceedings and for which reserves in conformity with GAAP have been provided on the books of such Consolidated Group Member;
- (iii) Liens for taxes or assessments or other government charges or levies on such Consolidated Group

Member, not yet due or delinquent, or which can thereafter be paid without penalty, or which are being contested in good faith by appropriate proceedings and for which reserves in conformity with GAAP have been provided on the books of such Consolidated Group Member;

- (iv) Liens arising out of judgments or awards against such Consolidated Group Member, or in connection with surety or appeal bonds in connection with bonding such judgments or awards, the time for appeal from which or petition for rehearing of which shall not have expired or with respect to which such Consolidated Group Member shall be prosecuting an appeal or proceeding for review, and with respect to which it shall have obtained a stay of execution pending such appeal or proceeding for review; provided that the aggregate amount of liabilities (including interest and penalties, if any) of the Consolidated Group on a consolidated basis secured by such Liens shall not exceed \$25.0 million at any one time outstanding;
- (v) Liens upon any Property acquired by such Consolidated Group Member to secure any Indebtedness of the Consolidated Group on a consolidated basis incurred at the time of the acquisition of such Property to finance the purchase price of such Property, or Liens upon property resulting from the sale by such Consolidated Group Member of Property and the leasing of the same or similar property from the purchaser thereof (or a subsequent purchaser or lessee), provided that any such Lien shall apply only to the Property that was so acquired or sold and leased back and the aggregate principal amount of Indebtedness secured by such Liens shall not exceed \$15.0 million at any time outstanding on a consolidated basis;
- (vi) Survey exceptions or encumbrances, easements or reservations, or rights of others for rights-of-way, utilities and other similar purposes, or zoning or other restrictions as to the use of real properties which are necessary for the conduct of the activities of such Consolidated Group Member or which customarily exist on properties of corporations engaged in similar activities and similarly situated and which do not in any event materially impair their use in the operation of the business of such Consolidated Group Member;

(vii) Liens listed on Schedule 6.03;

- (viii) Liens securing permitted Indebtedness of a Subsidiary of a Bank Loan Party incurred in connection with the acquisition or construction of Property of such Subsidiary; provided that such Lien is limited to the Property being financed by such Indebtedness and any revenues of such Subsidiary directly attributable to such Property;
- (ix) Liens securing Indebtedness under the Bank
 Credit Documents;
- (x) Any extension, renewal or replacement (or successive extensions, renewals or replacements) in whole or in part of any Lien referred to in the foregoing paragraphs (i) through (ix), inclusive, in connection with the permitted extension, renewal or replacement of the Indebtedness secured thereby; provided, however, that the principal amount of Indebtedness secured thereby shall not exceed the principal amount of the Indebtedness so secured at the time of any extension, renewal or refinancing, and that such extension, renewal or refinancing shall be limited to the Property which was subject to the Lien so extended, renewed or refinanced;
- (xi) Liens securing obligations under the Loan Documents, including Liens provided for in the Security Documents:
- (xii) Liens securing Indebtedness existing or incurred in connection with permitted Capital Lease Obligations, provided such Liens are limited to Liens on the capital assets that have been acquired or construction of which has been financed by the proceeds of such Capital Lease Obligations, including Liens incurred pursuant to the Fiber Capital Lease Obligations and Capital Lease Obligations Incurred in respect of the Data Center Equipment Financing;
- (xiii) Liens encumbering the Capital Stock of Unrestricted Subsidiaries provided that there is no recourse to the Consolidated Group for the obligations secured other than against such stock;
- (xiv) Liens under the Bank Credit Documents securing obligations under Hedging Obligations;
- (xv) Liens securing repurchase obligations arising out of permitted Temporary Cash Investments;

(xvi) Liens securing obligations of a Consolidated Group Member (other than in respect of Indebtedness for borrowed money) in an aggregate amount not to exceed \$10.0 million;

Liens on Temporary Cash Investments to (xvii) Indebtedness Incurred under Section 6.01(a) (vii); secure and

- (xviii) Liens securing Purchase Money Indebtedness now existing or to be Incurred under Section 6.01(a)(v)(C), (D) or (E) or any replacement financing thereof.
- (b) Notwithstanding the foregoing, no Consolidated Group Member will create, incur, assume or suffer to exist any Lien on any Collateral or any Capital Stock of a Borrower or any Subsidiary thereof except (i) Liens created under the Security Documents, (ii) Liens described in clause (ii) or (iii) of paragraph (a) of this Section, (iii) in the case of Collateral, rights of Equipment Users under leases or similar arrangements, subject to Equipment User Agreements and (iv) in the case of Capital Stock of a Second Borrower, Liens securing the Bank Loans that are junior to the Liens created under the Pledge Agreement, on the terms contemplated by the Pledge Agreement; provided that, in the case of Liens described in clause (ii) or (iii) of paragraph (a) of this Section that are permitted because the obligations secured thereby are being contested, such Liens shall be permitted on the Collateral or Capital Stock of a Borrower or any Subsidiary thereof only if such contest effectively suspends the collection of the contested obligation and the failure to make payment pending the resolution of such contest could not reasonably be expected to result in a Material Adverse Effect.

SECTION 6.04. <u>Investments</u>, <u>Acquisitions</u>, <u>Loans</u>, Advances and Guaranties. None of the Consolidated Group Members shall directly or indirectly, make, retain or have outstanding any Investments except the following Investments (collectively "Permitted Investments"):

- (a) in the case of the Parent,
- Investments in the Bank Borrower (other (i) than Indebtedness);
- (ii) Investments in Capital Stock of Temporary Restricted Subsidiaries owned as of the

Effective Date, subject to the provisions of Section 5.16;

- (iii) Investments in Subsidiaries not to exceed more than \$1.0 million in the aggregate;
- (iv) Temporary Cash Investments in an aggregate amount no greater than \$10.0 million at any one time, provided that such Temporary Cash Investments balance shall not exceed \$5.0 million for more than three (3) consecutive Business Days;
- (v) Investments in Outstanding Old Bond
 Debt;
- (vi) Investments in a captive insurance company not to exceed \$1.0 million; and
- (vii) Investments with respect to the Series C Stock Transaction.
- (b) in the case of the Parent, clauses (vi), (viii), (x) (xiii) and (xxvii), and in the case of the Bank Borrower and Restricted Subsidiaries, any of the following:
 - (i) Investments in (A) a Person that will, upon the making of such Investment, become a Restricted Subsidiary; <u>provided</u>, <u>however</u>, that the primary business of such Restricted Subsidiary is the Telecommunications Business, or (B) all or substantially all of the assets of a Person, or a corporate division thereof by the Bank Borrower or a Restricted Subsidiary in an aggregate amount for all Investments pursuant to this clause (i) not to exceed the sum of (x) \$200.0 million plus (y) Unrestricted Proceeds, provided that to the extent that the Bank Borrower deems an Investment made under the preceding clause (A) or clause (B) to be a capital expenditure permitted under Section 6.07(c) or 6.08(c), such Investment shall be deemed to be a Cash Capital Expenditure for the purposes of this Agreement and shall not be deemed to be an Investment for the purpose of calculating amounts available to be invested under this clause (i);
 - (ii) Investments in Temporary Cash Investments;
 - (iii) ownership of stock, obligations or securities received in settlement of debts (created in the ordinary course of business) owing to the Bank Borrower or any Subsidiary;

- (iv) endorsements of negotiable instruments for collection in the ordinary course of business;
- (v) loans and advances to employees in the ordinary course of business for payroll, travel, relocation, and similar purposes;
- (vi) loans or advances to employees made in the ordinary course of business consistent with past practices of the Consolidated Group or as part of a compensation plan approved by the Board of Directors of the Parent in an amount not to exceed \$5.0 million at any time outstanding;
- (vii) Investments consisting of performance bonds and letters of credit and other similar surety devices obtained to support, or in lieu of, performance bonds, in each case entered into in the ordinary course of business;
- the repurchase or other acquisition of shares of Capital Stock of a Bank Loan Party from employees, former employees, directors or former directors of the Bank Loan Party (or permitted transferees of such employees, former employees, directors or former directors), pursuant to the terms of the agreements (including employment agreements) or plans (or amendments thereto) approved by the Board of Directors of the Parent under which such individuals purchase or sell or are granted the option to purchase or sell, shares of such Capital Stock; provided, however, that the aggregate amount of such repurchases and other acquisitions (other than repurchases and acquisitions made pursuant to agreements in effect on the Effective Date) shall not exceed \$5.0 million in any calendar year (with unused amounts being carried forward indefinitely);
 - (ix) Investments in any Person a substantial majority of the assets of which consist of Telecommunications Assets; provided, however, that the Investments made pursuant to this clause (ix) are pledged as Bank Collateral for the Bank Loans and provided further that the cost of acquisition of all such Investments made pursuant to this clause (ix) (measured on the date each such Investment was made) and then outstanding, does not exceed the sum of \$100.0 million, plus Unrestricted Proceeds on the date of any such Investment; provided that with respect to this clause (ix) Unrestricted Proceeds are deemed to be

utilized only after the \$100.0 million has been utilized in full;

- (x) cash payments in lieu of the issuance of fractional shares in connection with stock splits or upon conversion into Capital Stock of the Consolidated Group Member (other than Disqualified Stock) of any security of the Consolidated Group Member or any convertible Indebtedness of the Consolidated Group Member;
- (xi) Investments in office.com, the cost of which (measured by the Fair Market Value of the consideration paid on the date each such Investment is made) does not exceed \$25.0 million during each of the three 12-month periods following the Effective Date (with unused annual amounts being carried over to future periods even if such periods occur after the third anniversary of the Effective Date);
- (xii) Investments, the aggregate cost of which (measured by the Fair Market Value of the consideration paid on the date each such Investment was made) which when taker together with the cost of all other Investment; made pursuant to this clause (xii), does not exceed \$80.0 million at any time outstanding;
- (xiii) any Guarantee of any Indebtedness of any Restricted Subsidiary, Principal Subsidiary or Designated Foreign Subsidiary to the extent the Person Incurring such Guarantee would be permitted to directly Incur such Indebtedness under Section 6.01;
- (xiv) Existing Investments as set forth on Schedule 3.14;
- (xv) Investments in Capital Stock of customers of any Consolidated Subsidiary Group Member received and held by the Person providing such products or services, or by the Bank Borrower or any Restricted Subsidiary in exchange for products and services provided in the ordinary course of business; provided, however, that the value of such products and services (calculated as the consideration received by such Person for such products and services in a comparable arm's-length transaction) shall not exceed \$50.0 million during each successive 12-month period following the Effective Date;
- (xvi) Hedging Obligations on Indebtedness permitted pursuant to Section 6.01;

Investments in Restricted Subsidiaries: (xvii)

(xviii) advances to customers in the ordinary course of business that are recorded as Receivables on the balance sheet of the vendor;

Investments in Principal Subsidiaries and (xix) Designated Foreign Subsidiaries in an aggregate amount not to exceed the sum of (A) \$150.0 million, (B) Unrestricted Proceeds on the date of any such Investment and (C) the original cost of any Investment in a Principal Subsidiary or Designated Foreign Subsidiary plus the cost of any subsequent Investments in such Subsidiaries to the extent that such Subsidiaries are converted to Restricted Subsidiaries pursuant to Article X; provided that with respect to this clause (xix) Unrestricted Proceeds are deemed to be utilized only after the \$150.0 million has been utilized in full; provided further that the conversion of a Restricted Subsidiary or Unrestricted Subsidiary to a Principal Subsidiary or a Designated Foreign Subsidiary shall constitute an Investment under this clause and such Investment shall be valued, in the case of a Restricted Subsidiary, at the cost of the Investment in the Restricted Subsidiary at the time it became a Restricted Subsidiary plus the cost of any subsequent Investments in the Restricted Subsidiary through the date the Restricted Subsidiary becomes a Principal Subsidiary or a Designated Foreign Subsidiary and, in the case of an Unrestricted Subsidiary, at the cost of the Investment in the Unrestricted Subsidiary at the time it became an Unrestricted Subsidiary plus the cost of any subsequent Investments in the Unrestricted Subsidiary through the date the Unrestricted Subsidiary becomes a Principal Subsidiary or a Designated Foreign Subsidiary;

Investments in Unrestricted Subsidiaries in an aggregate amount not to exceed the sum of (A) \$50.0 million, (B) Unrestricted Proceeds on the date of any such Investment and (C) the original cost of any Investment in an Unrestricted Subsidiary plus the cost of any subsequent Investments in such Subsidiaries to the extent that such Subsidiaries are converted to Restricted Subsidiaries, Principal Subsidiaries or Designated Foreign Subsidiaries pursuant to Article X; provided that with respect to this clause (xx) Unrestricted Proceeds are deemed to be utilized only after the \$50.0 million has been utilized in full; provided further, that the conversion of a

Restricted Subsidiary, Principal Subsidiary or a Designated Foreign Subsidiary into an Unrestricted Subsidiary shall constitute an Investment in Unrestricted Subsidiaries under this clause and such Investment shall be valued at the cost of the Investment in the Restricted Subsidiary, Principal Subsidiary or Designated Foreign Subsidiary at the time it became such a Person plus the cost of any subsequent Investments on such Person through the date the Restricted Subsidiary, Principal Subsidiary or Designated Foreign Subsidiary becomes an Unrestricted Subsidiary;

- (xxi) Investments paid for with Capital Stock of the Parent (based on the cost of such Investments measured by the Fair Market Value of the Parent's Capital Stock on the date of such Investment)
 - in any Person engaged in the Telecommunications Business that is not a Subsidiary, a substantial majority of the assets of which person consist of Telecommunications Assets, and
 - (B) in any other Person that is not a Subsidiary of the Parent up to a maximum aggregate amount of \$50.0 million at any time outstanding;
- (xxii) Investments in Outstanding Old Bond Debt;
- Investments in Capital Stock of (A) any Borrower, (B) any Vendor Financing Obligor and (C) a captive insurance company in an aggregate amount, for clauses (A), (B) and (C), not to exceed \$5.0 million;
- (xxiv) Investments in the Capital Stock of the Parent by the Bank Borrower but only in the event the Bank Borrower is prohibited by law, contract or otherwise from making a dividend to the Parent pursuant to Section 6.05(a) and to the extent and in an amount that a dividend from the Bank Borrower to the Parent would be permitted pursuant to Section 6.05(a); provided, however, the proceeds from an Investment under this clause (xxiv) shall be used solely for the purposes permitted under Section 6.05(a) with respect to the payment of dividends;
- (xxv) Investments in any Vendor Financing Obligor to meet regularly scheduled principal and interest payments and fees and indemnity and expense

reimbursement obligations owed under Purchase Money Indebtedness of such Vendor Financing Obligor to the extent not paid out of proceeds from operating leases on Property owned by such Vendor Financing Obligor;

(xxvi) Investments in any Borrower that are applied to pay Obligations; and

(xxvii) Guarantees by the Parent or the Bank Borrower (i) of the Obligations pursuant to the Guarantee Agreement or (ii) of the Indebtedness to be Incurred by the Bank Borrower under Section 6.01(a)(v)(C), (D) or (E);

provided that no new Investment shall be permitted to be made pursuant to clause (i), (viii), (ix), (xi), (xii), (xix), (xx), (xxi) or (xxv) above while an Event of Default shall have occurred and be continuing, except for Investments that such Consolidated Group Member shall have committed to make prior to the date of the related Default; and

(c) in the case of any Borrower, Investments in Temporary Cash Investments.

In determining the amount of Investments outstanding, (A) Investments in Capital Stock and Investments taking the form of equity contributions shall always be valued at the original cost thereof (regardless of any subsequent appreciation or depreciation therein) less cash (or in the case of Investments made for other than cash, the Fair Market Value of Telecommunications Assets or Marketable Securities) received from such Investments by the Person making such Investments, provided that in no event may the amount of an Investment outstanding be valued at less than zero and (B) Investments in Indebtedness shall be valued at the original principal amount thereof less any cash payments received on such Indebtedness. It is understood that the assumption and payment by a Borrower of a Foreign Subsidiary Equipment Owner's obligation to pay the Purchase Price of any Eligible Equipment and Services in accordance with Section 6.13 shall not be construed to be an Investment by such Borrower in violation of this Section.

SECTION 6.05. Dividends, Purchase of Stock and <u>Prepayments</u>. (a) None of the Consolidated Group Members shall declare any dividends (other than dividends payable in Capital Stock of the Parent or the Bank Borrower) on any shares of any class of its Capital Stock, or apply any of its Property or assets to the purchase, redemption or other retirement of, or set apart any sum for the payment of any

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dividends on, or for the purchase, redemption or other retirement of, or make any other distribution by reduction of capital or otherwise in respect of, any shares of any class of Capital Stock of a Loan Party, or permit any Principal Subsidiary so to do, or permit any Unrestricted Subsidiary to purchase or acquire any shares of any class of Capital Stock of the Bank Borrower, except for any Permitted Investment, provided that dividends (other than dividends by a Borrower, which shall not be permitted by any of the following clauses) are permitted (i) by the Bank Borrower to the Parent to the extent necessary for the Parent to (A) so long as no Event of Default has occurred and is continuing, meet its regularly scheduled obligations in regard to principal and interest in connection with Indebtedness Incurred pursuant to clauses (iii), (iv) and (v) of Section 6.01(a) and Refinancing thereof to the extent permitted in Section 6.01(a)(xi), (B) pay the ordinary operating expenses of the Parent and other liabilities incurred by the Parent in the ordinary course of business, (C) so long as no Event of Default has occurred and is continuing, repay the Outstanding Old Bond Debt, including regularly scheduled interest payments thereon, and (D) pay cash payments in lieu of the issuance of fractional shares in connection with stock splits or upon conversion into Capital Stock of the Parent (other than Disqualified Stock) of any security of the Parent or any convertible Indebtedness of the Parent, (ii) to the Bank Borrower, Restricted Subsidiaries, Principal Subsidiaries, Designated Foreign Subsidiaries and minority shareholders, provided that dividends may only be paid to minority shareholders ratably to the extent of their percentage interests in Capital Stock of the applicable Subsidiary; and (iii) so long as no Event of Default has occurred and is continuing, to the Parent or by the Parent in an amount no greater than the Net Available Cash of the substantially concurrent sale of (or specified with particularity at the time of the sale of, and subsequently made with such Net Available Cash of), or made by exchange for, Capital Stock (other than Disqualified Stock) of the Parent (other than Capital Stock issued or sold to a Subsidiary of the Parent or an employee stock ownership plan or to a trust established by the Parent or any of its Subsidiaries for the benefit of their employees); provided that such dividends and purchases of Capital Stock shall be deemed to be a utilization of Unrestricted Proceeds and shall not exceed the regularly scheduled dividend amounts under Series A Preferred Stock and Series G Freferred Stock. It is understood that the assumption and payment by a Borrower of a Foreign Subsidiary Equipment Owner's obligation to pay the Purchase Price of any Eligible Equipment and Services in accordance with

Section 6.13 shall not be construed to be a dividend by such Borrower in violation of this Section.

- (b) None of the Consolidated Group Members shall permit any Restricted Subsidiary, Principal Subsidiary or Designated Foreign Subsidiary to enter into any agreement or instrument which by its terms restricts the ability of such Restricted Subsidiary, Principal Subsidiary or Designated Foreign Subsidiary to (i) declare or pay dividends or make similar distributions, (ii) repay principal of, or pay any interest on, any Indebtedness owed to any Consolidated Group Member described in Section 6.01(a), (iii) make payments of royalties, licensing fees and similar amounts to any Consolidated Group Member, (iv) make loans or advances to any Consolidated Group Member or (v) permit any Consolidated Group Member to engage in consolidated cash management inconsistent with prudent business practice.
- (c) None of the Consolidated Group Members shall permit (i) a Restricted Subsidiary, Principal Subsidiary or Designated Foreign Subsidiary to issue a stock dividend other than on a pro rata basis to its shareholders, and (ii) the Bank Borrower to issue stock dividends to any Person other than the Parent, and, in each case of clauses (i) and (ii), the stock issued to a Restricted Subsidiary, Principal Subsidiary, or Designated Subsidiary in connection with such stock dividend is pledged to secure the Bank Loans.
- (d) None of the Consolidated Group Members shall, subject to the Refinancing provisions of Section 6.01(a)(xi), prepay Indebtedness under clauses (iii) and (ix) of Section 6.01(a) except that Indebtedness under clause (iii) may be prepaid to the extent allowed pursuant to provisions in the applicable Bond Notes indentures that allow prepayments of up to 35% of the aggregate amount of the Bond Notes and notes issued in the Series C Transaction with the net cash proceeds from one or more public equity offerings (an "Equity Clawback Prepayment"); provided that any such prepayment shall be deemed to be utilization of Unrestricted Proceeds in the amount of such prepayment.

SECTION 6.06. <u>Use of Proceeds</u>. The proceeds of Loans will be used solely to pay the Purchase Price of Eligible Equipment and Services acquired by the Designated Borrower (or by a Foreign Subsidiary Equipment Owner as contemplated by Section 6.13) pursuant to the Supply Agreement.

SECTION 6.07. Phase 1 Financial Covenants. Until December 31, 2002, the Consolidated Group Members shall:

(a) <u>Maximum EBITDA Losses/Minimum EBITDA.</u> Not permit EBITDA for any fiscal quarter referred to below to be less than the amount set forth opposite such fiscal quarter:

Quarter Ended	Amount
March 31, 2000	\$(48,000,000)
June 30, 2000	\$(42,000,000)
September 30, 2000	\$(38,000,000)
December 31, 2000	\$(28,000,000)
March 31, 2001	\$(17,000,000)
June 30, 2001	\$(9,000,000)
September 30, 2001	\$(5,000,000)
December 31, 2001	\$1,000,000
March 31, 2002	\$28,000,000
June 30, 2002	\$44,000,000
September 30, 2002	\$60,000,000
December 31, 2002	\$76,000,000

(b) <u>Minimum Revenues</u>. Not permit Consolidated Revenue for any fiscal quarter referred to below (calculated as of the last day of any fiscal quarter end and based on the results of the quarter then ended) to be less than the amount set forth opposite such fiscal quarter:

Quarter Ended	Amount
March 31, 2000	\$118,000,000
June 30, 2000	\$129,000,000
September 30, 2000	\$139,000,000
December 31, 2000	\$163,000,000
March 31, 2001	\$173,000,000
June 30, 2001	\$188,000,000
September 30, 2001	\$199,000,000
December 31, 2001	\$217,000,000
March 31, 2002	\$240,000,000
June 30, 2002	\$268,000,000
September 30, 2002 .	\$294,000,000
December 31, 2002	\$328,000,000

Maximum Cash Capital Expenditures. Not (c) permit total Cash Capital Expenditures during any fiscal year referred to below to exceed the amount set forth opposite such fiscal year; provided that unused amounts permitted to be expended in any fiscal year may be carried forward one year with all capital expenditures deemed first applied to any carry-forward amounts; provided further that on any date that any Bank Loan Party receives Net Cash Proceeds from permitted Indebtedness (other than Refinancing Indebtedness) or equity in excess of \$1.5 billion, on a cumulative basis from the Effective Date, the Bank Borrower may increase, at its discretion, the maximum Cash Capital Expenditures in any year or years by an aggregate amount equal to such Net Cash Proceeds that exceed \$1.5 billion; provided further that any such amount of increase shall be deemed a utilization of Unrestricted Proceeds; and provided <u>further</u> that under no circumstances shall the maximum annual Cash Capital Expenditures exceed (excluding carry over amounts) \$1.3 billion for any year prior to and including 2001 and \$1.0 billion in any year thereafter while this covenant is applicable:

Fiscal Year	Amount
2000	\$1,300,000,000
2001	\$1,150,000,000
2002	\$ 550,000,000

- (d) Maximum Consolidated Senior Secured Debt to Consolidated Total Capitalization. Not permit the ratio of Consolidated Senior Secured Debt to Consolidated Total Capitalization to exceed 25% at any time. For the purpose of calculating Consolidated Total Capitalization, paid-in capital shall be given effect as of the date paid in.
- (e) Maximum Consolidated Total Debt to Consolidated Total Capitalization. Not permit the ratio of Consolidated Total Debt to Consolidated Total Capitalization to exceed 75% at any time. For the purpose of calculating Consolidated Total Capitalization, paid-in capital shall be given effect as of the date paid in.
- (f) Maximum Consolidated Senior Secured Debt to Adjusted Gross PP&R. Not permit the ratio of Consolidated Senior Secured Debt to Adjusted Gross PP&E to exceed 50% at any time.

(g) <u>On-Network Rubs</u>. Not permit the number of On-Network Hubs as of the last day of any fiscal quarter referred to below to be less than the amount set forth opposite such fiscal quarter:

Quarter Ended	On-Network Hubs
March 31, 2000	1.25
June 30, 2000	142
September 30, 2000	15 9
December 31, 2000	175
March 31, 2001	190
June 30, 2001	204
September 30, 2001	219
December 31, 2001	234
March 31, 2002	249
June 30, 2002	263
September 30, 2002	267
December 31, 2002	268

(h) On-Network Buildings: Not permit the number of On-Network Buildings as of the last day of any fiscal quarter referred to below to be less than the amount set forth opposite such fiscal quarter:

Quarter Ended	On-Network Buildings
March 31, 2000	1,649
June 30, 2000	2,322
September 30, 2000	3,320
December 31, 2000	4,477
March 31, 2001	5,981
June 30, 2001	7,366
September 30, 2001	8,755
December 31, 2001	10,147
March 31, 2002	10,256
June 30, 2002	10,366
September 30, 2002	10,475
December 31, 2002	10,585

SECTION 6.08. <u>Phase 2 Financial Covenants.</u> On and after January 1, 2003, the Consolidated Group Members shall:

(a) <u>Consolidated Total Debt to Consolidated</u>
<u>Annualized EBITDA.</u> Not permit the ratio of Consolidated
Total Debt as of any date during any period referred to
below to Consolidated Annualized EBITDA as of such date to
be greater than the ratio set forth opposite the period
during which such date occurs:

Period	Ratio
March 31, 2003 - June 29, 2003	15.00x
June 30, 2003 - September 29, 2003	11.00x
September 30, 2003 - December 30, 2003	10.00x
December 31, 2003 - March 30, 2004	9.00x
March 31, 2004 - June 29, 2004 .	8.00x
June 30, 2004 - September 29, 2004	7.50x
September 30, 2004 - December 30, 2004	7.00x
December 31, 2004 - March 30, 2005	6.00x
March 31, 2005 and thereafter	5.00x

(b) <u>EBITDA to Consolidated Interest Expense</u>. Not permit the ratio of <u>EBITDA</u> to Consolidated Interest Expense, in each case for the period of four consecutive fiscal quarters ending on any date referred to below to be less than the ratio set forth opposite such date:

Quarter End Date	Ratio
March 31, 2003	0.50x
June 30, 2003	0.50x
September 30, 2003	0.75x
December 31, 2003	0.75x
March 31, 2004	1.00x
June 30, 2004	1.00x
September 30, 2004	1.25x
December 31, 2004	1.25x
March 31, 2005	1.50x
June 30, 2005	1.50x
September 30, 2005	1.75x
December 31, 2005	1.75×
March 31, 2006	2.00x
June 30, 2006	2:00x

Quarter End Date	Ratio
September 30, 2006	2.25x
December 31, 2006	2.25x
March 31, 2007 and the last	2.50x
day of each quarter ended	
thereafter	

(c) Maximum Cash Capital Expenditures. Not permit total Cash Capital Expenditures during any fiscal year, commencing with the fiscal year ending December 31, 2003, to exceed \$400.0 million (provided that unused amounts permitted to be expended in any fiscal year may be carried forward one year with all Cash Capital Expenditures deemed first applied to any carry-forward amounts); provided further, however, that on any date that any Bank Loan Party receives Net Cash Proceeds from permitted issuance of Indebtedness (other than Refinancing Indebtedness) or equity in excess of \$1.5 billion, on a cumulative basis from the Effective Date, the Bank Borrower may increase, at its discretion, the maximum Cash Capital Expenditures in any year or years by an aggregate amount equal to such Net Cash Proceeds that exceed \$1.5 billion; provided further that any such amount of increase shall be deemed a utilization of Unrestricted Proceeds; and provided further that under no circumstances shall the maximum annual Cash Capital Expenditures (excluding carry over amounts) exceed \$1.0 billion in any year while this covenant is applicable.

SECTION 6.09. Consolidated Senior Debt to Consolidated Annualized EBITDA. On and after March 31, 2002, the Consolidated Group Members shall not permit the ratio of Consolidated Senior Debt to Consolidated Annualized EBITDA as of any day during any period referred to below to be more than the ratio set forth opposite such period:

Period	Ratio
March 31, 2002 - June 29, 2002	12.50x
June 30, 2002 - September 29, 2002	10.00x
September 30, 2002 - December 30, 2002	9.00x
December 31, 2002 - March 30, 2003	7.50x
March 31, 2003 - June 29, 2003	5.00x
June 30, 2003 - September 29, 2003	4.50x
September 30, 2003 - December 30, 2003	4.00x
December 31, 2003 - March 30, 2004	4.00x
March 31, 2004 and thereafter	3.50x

SECTION 6.10. <u>EBITDA to Consolidated Debt</u>

<u>Service.</u> The Consolidated Group Members shall not permit the ratio of EBITDA to Consolidated Debt Service for the four consecutive fiscal quarters ending on the last day of any fiscal quarter ending on or after December 31, 2003, to be less than 1.0x.

SECTION 6.11. Certain Prepayments of Indebtedness. No Consolidated Group Member shall voluntarily prepay, redeem or defease any Indebtedness at any time that any Loans are outstanding, other than (a) prepayments of Loans, (b) prepayment of revolving credit loans outstanding under the Bank Credit Agreement that do not involve any termination or reduction of (or agreement to terminate or reduce) the commitments to make such loans, (c) prepayments or redemptions of Indebtedness (other than (i) prepayments of Indebtedness under the Bank Credit Agreement that are not described in clause (b) above, (ii) prepayments or redemptions of Indebtedness issued by the Parent, other than (x) Outstanding Old Bond Debt and (y) prepayments described in clause (iii) of the definition of Series C Stock Transaction, and (iii) prepayments or redemptions of other Purchase Money Indebtedness) not exceeding \$150,000,000 in the aggregate for all such. prepayments and redemptions made pursuant to this clause (c), and (d) Equity Clawback Prepayments in respect of the Bond Notes, provided that at the time of and after giving effect to any such Equity Clawback Prepayment and any concurrent prepayment of Loans, no Refinancing Period is in effect and the aggregate principal amount of outstanding Loans does not exceed \$250,000,000.

SECTION 6.12. Amount of Bank Facilities. aggregate principal amount of Indebtedness outstanding under the Bank Credit Documents shall not at any time exceed the sum of (a) the aggregate amount of revolving credit commitments under the Bank Credit Agreement on the Effective Date, minus the aggregate amount of such commitments that have expired or have been terminated or reduced prior to such time, (b) the aggregate amount of Bank Loans made as term loans under the Bank Credit Agreement on the Effective Date, minus the aggregate amount of such Bank Loans repaid or prepaid prior to such time, (c) the aggregate amount of commitments to make Bank Loans to be made as term loansunder the Bank Credit Agreement that are in effect on the Effective Date but are not drawn on the Effective Date, minus the aggregate amount of such commitments that have expired or have been terminated or reduced (without having been drawn upon) prior to such time and the aggregate amount of Bank Loans made pursuant to such commitments that have been repaid or prepaid prior to such time, plus (d) the

aggregate amount of additional Bank Loans made under the Bank Credit Agreement prior to such time the proceeds of which were applied to prepay Loans promptly after the borrowing of such Bank Loans, minus the aggregate amount of such Bank Loans that have been repaid or prepaid prior to such time.

SECTION 6.13. Use of Collateral. (a) The Parent and the Borrowers will not permit any asset constituting Collateral to be outside any Borrower's possession or located on any property not owned by a Borrower, except in accordance with this Section.

(b) A Borrower may lease any assets constituting Collateral to, or otherwise allow any such assets to be in the possession of, any other Restricted Subsidiary or any Affiliate of the Parent (or other Person with which the Parent or a Restricted Subsidiary has entered into an agreement to provide management and operating services) that is in the business of operating assets of the type leased to or possessed by it or any customer of any such Restricted Subsidiary or Affiliate (any such Restricted Subsidiary, Affiliate (or other Person) or customer obtaining a lease with respect to or possession of, or other right to use or possess, such assets, an "Equipment User") if (i) in the case of any such Affiliated Equipment User (A) such Affiliated Equipment User has entered into an Equipment User Agreement and (B) all documents and instruments, including Uniform Commercial Code financing statements, required by law or reasonably requested by either Agent to be filed, registered or recorded to perfect (or maintain the perfection of) the Liens created under the applicable Security Agreement with respect to such assets, and to protect the applicable Borrower's ownership interests therein, shall be so filed, registered or recorded or (ii) in the case of any such customer to which has been leased (or which possesses or otherwise uses) Collateral having a Collateral Cost in excess of \$50,000 (A) such customer has entered into a written lease agreement for (or other written agreement granting such customer the right to possess or use) such assets and such lease (or other agreement) shall have a term not exceeding three years (subject to renewal rights requiring the consent of the lessor) and otherwise be on terms and conditions no less favorable to the applicable Borrower than those customary for leases of similar assets between unaffiliated parties, (B) the assets leased to (or otherwise possessed or used by) such customer shall be of the type described on Schedule 6.13 and (C) such customer shall have entered into an Equipment User Agreement or the lease agreement (or other agreement) with such customer shall include provisions

substantially the same as those that would be included in an Equipment User Agreement; provided that any lease or transfer of possession of any Collateral contemplated hereby shall not relieve any Loan Party of any of its respective obligations under any Loan Document. The foregoing shall not be construed to prohibit (1) the return of any asset constituting Collateral to the vendor thereof or another service provider for repairs, services, modifications or other similar purposes or (2) the storage of any asset constituting Collateral in any warehouse or similar facility.

- (c) It is understood that the Parent and the Borrowers intend that a portion of the Collateral will be located and used outside the United States of America; provided that neither the Parent nor any Borrower will permit any asset constituting Collateral to be located outside the United States of America (or to be transferred between jurisdictions outside the United States of America) upless (i) the Parent or the applicable Borrower shall have notified the Lenders thereof reasonably in advance of any such assets being transferred outside the United States of America (or between such jurisdictions) and (ii) the Administrative Agent shall be reasonably satisfied that (A) the laws of the jurisdiction in which such assets are to be located adequately protect the interests of the Lenders in such Collateral, (B) the security interests in such Collateral granted under the applicable Security Agreement will continue to be adequately protected and perfected, (C) there are not any material risks relating to the political or economic stability of the jurisdiction in which such Collateral is to be located or the Person that will possess such Collateral in such jurisdiction, (D) the portion of the Collateral located in such jurisdiction, and in all jurisdictions outside the United States of America, is within acceptable limits and (E) the location of such Collateral in such jurisdiction is not otherwise materially disadvantageous to the Lenders. The applicable Borrower shall deliver to the Lenders, with a copy to the Agents, such legal opinions and other documentation as the Administrative Agent shall reasonably request in connection with its consideration or approval of any proposed transfer of Collateral outside the United States of America or between jurisdictions outside the United States of America.
- (d) In order to facilitate the use of Collateral outside the United States of America as contemplated by paragraph (c) above, a Borrower may sell or otherwise transfer title to any asset constituting Collateral to any Foreign Subsidiary that is a Consolidated Group Member; provided that no such asset shall be so sold or transferred

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unless (i) all the requirements of paragraph (c) above are satisfied prior to such sale or transfer, (ii) such sale or transfer is made subject to the security interests granted under the applicable Security Agreement and (iii) the applicable Foreign Subsidiary Equipment Owner has entered into an Equipment Owner Agreement with respect to such asset and such other documents and agreements as the Administrative Agent shall reasonably request in order to confirm, protect and perfect the security interests in such asset granted under the applicable Security Agreement. After giving effect to any such sale or transfer, the provisions of this Section shall continue to apply to any subsequent use (or relinquishment of possession or control) of the applicable Collateral by the applicable Foreign Subsidiary Equipment Owner (as though such Foreign Subsidiary Equipment Owner were named as a Borrower herein).

In order to facilitate the use of Collateral outside the United States of America as contemplated by paragraph (c) above, as an alternative to the procedure set forth in paragraph (d) above a Borrower may permit any Foreign Subsidiary that is a Consolidated Group Member to acquire directly from Lucent (or any Affiliate of Lucent), pursuant to the Supply Agreement, any asset that is to constitute a Financed Foreign Subsidiary Asset; provided that no such asset shall be so acquired by a Foreign Subsidiary unless (i) all the requirements of paragraph (c) above are satisfied prior to such acquisition, (ii) the applicable Foreign Subsidiary Equipment Owner has entered into a Foreign Subsidiary Security Agreement and an Equipment Owner Agreement with respect to such asset and such other documents and agreements as the Administrative Agent shall reasonably request in order to confirm, protect and perfect the security interests in such asset granted under such Foreign Subsidiary Security Agreement and (iii) the Designated Borrower shall assume the obligation of the applicable Foreign Subsidiary Equipment Owner to pay the Purchase Price of such asset. After giving effect to any such acquisition, such asset shall constitute "Collateral" for all purposes hereof and the provisions of this Section shall continue to apply to any subsequent use (or relinquishment of possession or control) of the applicable Collateral by the applicable Foreign Subsidiary Equipment Owner (as though such Foreign Subsidiary Equipment Owner were named as a Borrower herein). If there is more than one Borrower hereunder, any Foreign Subsidiary Equipment Owner must enter into separate Foreign Subsidiary Security Agreements with respect to the Collateral financed by the respective Borrowers.

SECTION 6.14. Activities of Borrowers. No Borrower will engage in any business or activity other than the acquisition of assets comprising Collateral, the financing thereof pursuant to this Agreement, the leasing and disposition thereof to Equipment Users as contemplated hereby and activities incidental to the foregoing. No Borrower will incur any liabilities other than its obligations under the Loan Documents to which it is a party and liabilities incidental to its existence and permitted business activities.

ARTICLE VII

Events of Default

If any of the following events ("Events of Default") shall occur:

- (a) Any Borrower shall fail duly to pay any principal of any Loan when due, whether at maturity, by notice of intention to prepay or otherwise;
- (b) Any Borrower shall fail duly to pay any interest, fee or any other amount payable under the Loan Documents within three Business Days after the same shall be due;
- (c) The Loan Parties shall fail duly to observe or perform any term, covenant, or agreement contained in Article VI;
- (d) The Loan Parties shall fail duly to observe or perform any other term, covenant or agreement contained in any Loan Document, and such failure shall have continued unremedied for a period of 30 days after written notice is given by the Administrative Agent to the Borrowers and the Parent;
- (e) Any representation or warranty made or deemed made by a Loan Party in a Loan Document, or any statement or representation made in any certificate, report or opinion delivered by or on behalf of a Loan Party in connection with a Loan Document, shall prove to have been false or misleading in any material respect when so made or deemed made;
- (f) A Loan Party or Bank Loan Party shall fail to pay any Indebtedness (other than obligations hereunder) in an amount of \$25.0 million or more when due and such failure shall continue after the applicable grace period, if any, specified in the agreement or

EXECUTION COPY

SECURITY AGREEMENT dated as of May 9, 2000, between WVF-I LLC, a Delaware limited liability company (the "Grantor"), and BANK OF NEW YORK, as collateral agent (in such capacity, the "Collateral Agent") for the Secured Parties, as defined herein.

Reference is made to the Credit Agreement dated as of May 4, 2000 (as amended or modified from time to time, the "Credit Agreement"), among, the Grantor, as borrower thereunder, any other borrowers thereunder from time to time party thereto, Winstar Communications, Inc., the lenders party thereto, the Collateral Agent and Lucent Technologies Inc., as administrative agent. The Grantor is a Borrower under the Credit Agreement. The Lenders have agreed to extend credit to the Grantor and any other Borrowers pursuant to, and subject to the terms and conditions specified in, the Credit Agreement. The obligations of the Lenders to extend credit under the Credit Agreement are conditioned upon, among other things, the execution and delivery by the Grantor of a security agreement in the form hereof to secure (a) the due and punctual payment by each Borrower of (i) the principal of and interest on the Loans, when and as due, whether at maturity, by acceleration, upon one or more dates set for prepayment or otherwise, and (ii) all other monetary obligations of each Borrower to the Secured Parties under the Credit Agreement, and (b) the due and punctual performance of all other obligations of each Borrower to the Secured Parties under the Credit Agreement and the other Loan Documents (all the foregoing obligations being collectively called the "Obligations").

Accordingly, the Grantor and the Collateral Agent hereby agree as follows:

ARTICLE I

Definitions

SECTION 1.01. <u>Terms Defined in the Credit Agreement</u>. Terms used herein and not otherwise defined herein shall have the meanings set forth in the Credit Agreement.

SECTION 1.02. <u>Definition of Certain Terms Used</u>
<u>Herein</u>. As used herein, the following terms shall have the following meanings:

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"Collateral" shall mean all (a) Equipment, (b) General Intangibles (but excluding General Intangibles to the extent that an assignment thereof would violate a restriction on assignment contained therein), and (c) Proceeds.

"Credit Agreement" shall have the meaning assigned to such term in the preliminary statement of this Agreement.

"Equipment" shall mean all equipment, furniture and furnishings, and all tangible personal property similar to any of the foregoing, including tools, parts and supplies of every kind and description, and all improvements, accessions or appurtenances thereto, in each case that are now owned or hereafter acquired by the Grantor. The term Equipment shall also include Fixtures.

"Fixtures" shall mean all items of Equipment, whether now owned or hereafter acquired, of the Grantor that become so related to particular real estate that an interest in them arises under any real estate law applicable thereto.

"General Intangibles" shall mean all choses in action and causes of action and all other assignable intangible personal property of the Grantor of every kind and nature now owned or hereafter acquired by the Grantor, including the Grantor's rights under the Supply Agreement and all intellectual property acquired by or granted to the Grantor pursuant to the Supply Agreement.

"Obligations" shall have the meaning assigned to such term in the preliminary statement of this Agreement.

"Proceeds" shall mean any consideration received from the sale, exchange, license, lease or other disposition of any asset which constitutes Collateral, including any payment received from any insurer or other Person as a result of the destruction, loss, theft, damage or other involuntary conversion of whatever nature of any asset which constitutes Collateral, and shall include any and all other amounts from time to time paid or payable under or in connection with any of the Collateral.

"Secured Parties" shall mean (a) the Lenders, (b) the Administrative Agent and the Collateral Agent, in their capacities as such under each Loan Document and (c) the successors and assigns of the foregoing.

"Security Interest" shall have the meaning assigned to such term in Section 2.01.

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SECTION 1.03. Rules of Interpretation. The rules of interpretation specified in Section 1.03 of the Credit Agreement shall be applicable to this Agreement.

Filed 06/14/2006

ARTICLE II

Security Interest

SECTION 2.01. Security Interest. As security for the payment or performance, as the case may be, in full of the Obligations, the Grantor hereby bargains, sells, conveys, assigns, sets over, mortgages, pledges, hypothecates and transfers to the Collateral Agent, its successors and assigns, for the benefit of the Secured Parties, and hereby grants to the Collateral Agent, its successors and assigns, for the benefit of the Secured Parties, a security interest in, all of the Grantor's right, title and interest in, to and under the Collateral (the "Security Interest"). Without limiting the foregoing, the Collateral Agent is hereby authorized to file one or more financing statements (including fixture filings, but only to the extent such fixture filings are required pursuant to Section 5.14(c) of the Credit Agreement (the "Fixture Filings")), continuation statements or other documents for the purpose of perfecting, confirming, continuing, enforcing or protecting the Security Interest granted by the Grantor without the signature of the Grantor, and naming the Grantor as debtor and the Collateral Agent as secured party.

SECTION 2.02. No Assumption of Liability. Security Interest is granted as security only and shall not subject the Collateral Agent or any other Secured Party to, or in any way alter or modify, any obligation or liability of the Grantor with respect to or arising out of any of the Collateral.

ARTICLE III

Representations and Warranties

The Grantor represents and warrants to the Collateral Agent and the Secured Parties that:

SECTION 3.01. <u>Title and Authority</u>. The Grantor has good and valid rights in and title to the Collateral and has full power and authority to grant to the Collateral Agent the Security Interest in the Collateral pursuant hereto and to execute, deliver and perform its obligations in accordance with the terms of this Agreement, without the

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consent or approval of any other Person other than any consent or approval which has been obtained.

SECTION 3.02. Filings. On or prior to the first Borrowing by the Grantor under the Credit Agreement, a Perfection Certificate with respect to the Grantor shall have been duly prepared, completed and executed and the information set forth therein shall be correct and complete. On or prior to the first Borrowing by the Grantor under the Credit Agreement, fully executed Uniform Commercial Code financing statements (including Fixture Filings, as applicable) or other appropriate filings, recordings or registrations containing a description of the Collateral shall have been filed of record in each governmental, municipal or other office specified in Schedule 5 to the Perfection Certificate, which are all the filings, recordings and registrations that are necessary to publish notice of and protect the validity of and to establish a legal, valid and perfected security interest in favor of the Collateral Agent (for the benefit of the Secured Parties) in respect of all Collateral in which the Security Interest may be perfected by filing, recording or registration in the United States (or any political subdivision thereof) and its territories and possessions, and no further or subsequent filing, refiling, recording, rerecording, registration or reregistration is necessary in any such jurisdiction, except as provided under applicable law with respect to the filing of continuation statements; provided that fixture filings will only be filed if required by Section 5.14(c) of the Credit Agreement.

SECTION 3.03. Validity of Security Interest. The Security Interest constitutes (a) a legal and valid security interest in all the Collateral securing the payment and performance of the Obligations and (b) a perfected security interest in all Collateral in which a security interest may be perfected by filing, recording or registering a financing statement or analogous document in the United States (or any political subdivision thereof) and its territories and possessions pursuant to the Uniform Commercial Code or other applicable law in such jurisdictions; provided that fixture filings will only be filed if required by Section 5.14(c) of the Credit Agreement. The Security Interest is and shall be prior to any other Lien on any of the Collateral, except for Liens expressly permitted by the Credit Agreement that are prior to the Security Interest as a matter of law.

SECTION 3.04. Absence of Other Liens. The Collateral is owned by the Grantor free and clear of any Lien, except for Liens permitted under Section 6.03(b) of the Credit Agreement. The Grantor has not filed or

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consented to the filing of any financing statement or analogous document under the Uniform Commercial Code or any other applicable laws covering any Collateral, except in respect of the Security Interest.

ARTICLE IV

Covenants

SECTION 4.01. <u>Collateral Schedules</u>. (a) Promptly following the delivery of each Borrowing Request by the Grantor under the Credit Agreement, the Grantor will deliver to the Collateral Agent (i) copies of all invoices paid or financed, in whole or in part, with the Loans resulting from such Borrowing Request, together with such other information as shall be necessary to identify each item of Collateral financed thereby and (ii) a schedule indicating the Equipment User or Users that will lease, use or otherwise possess such Collateral and the location or locations of such Collateral.

(b) From time to time (but not less frequently than quarterly), the Grantor will deliver to the Collateral Agent (i) supplements to and corrections of the schedules and other information theretofore delivered to the Collateral Agent sufficient to enable the Collateral Agent to identify each item of Collateral, the jurisdiction in which it is located and the Equipment User that is leasing such Collateral and (ii) copies of all Equipment User Agreements and leases and subleases under which any Collateral is leased (to the extent not previously delivered to the Collateral Agent).

SECTION 4.02. Protection of Security. The Grantor shall, at its own cost and expense, take any and all actions necessary to defend title to the Collateral against all Persons and to defend the Security Interest of the Collateral Agent in the Collateral and the priority thereof against any Lien (except for Liens permitted under Section 6.03(b) of the Credit Agreement).

SECTION 4.03. Further Assurances. The Grantor agrees, at its own expense, to execute, acknowledge, deliver and cause to be duly filed all such further instruments and documents and take all such actions as the Collateral Agent, the Administrative Agent, or any Lucent Lender may from time to time reasonably request to better assure, preserve, protect and perfect the Security Interest and the rights and remedies created hereby, including the payment of any fees and taxes required in connection with the execution and

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delivery of this Agreement, the granting of the Security Interest and the filing of any financing statements (including Fixture Filings) or other documents in connection herewith or therewith.

SECTION 4.04. <u>Inspection and Verification</u>. Collateral Agent and such Persons as the Collateral Agent may reasonably designate shall have the right, on reasonable advance notice during normal business hours at the Grantor's own cost and expense, to inspect the Collateral, all records related thereto (and to make extracts and copies from such records) and the premises upon which any of the Collateral is located, to discuss the Grantor's affairs with the officers of the Grantor and its independent accountants and to verify under reasonable procedures the validity, amount, quality, quantity, value, condition and status of, or any other matter relating to, the Collateral, including, in the case of Collateral in the possession of any third Person, by contacting the third Person possessing such Collateral for the purpose of making such a verification. Subject to the provisions of Section 9.12 of the Credit Agreement, the Collateral Agent shall have the absolute right to share any information it gains from such inspection or verification with any Secured Party and their agents and representatives.

SECTION 4.05. Taxes; Encumbrances. At its option, the Collateral Agent may discharge past due taxes, assessments, charges, fees, liens, security interests or other encumbrances at any time levied or placed on the Collateral and not permitted under the Loan Documents and may pay for the maintenance and preservation of the Collateral to the extent the Grantor fails to do so as required by the Credit Agreement or this Agreement, and the Grantor agrees to reimburse the Collateral Agent on demand for any payment made or any expense incurred by the Collateral Agent pursuant to the foregoing authorization; provided, however, that nothing in this Section 4.05 shall be interpreted as excusing the Grantor from the performance of, or imposing any obligation on the Collateral Agent or any Secured Party to cure or perform, any covenants or other promises of the Grantor with respect to taxes, assessments, charges, fees, liens, security interests or other encumbrances and maintenance as set forth herein or in the Credit Agreement.

SECTION 4.06. Continuing Obligations of the The Grantor shall remain liable to observe and perform all the conditions and obligations to be observed and performed by it under each contract, agreement or instrument relating to the Collateral, all in accordance with the terms and conditions thereof, and the Grantor

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agrees to indemnify and hold harmless the Collateral Agent and the Secured Parties from and against any and all liability for such performance.

SECTION 4.07. Use and Disposition of Collateral. The Grantor shall not make or permit to be made an assignment, pledge or hypothecation of the Collateral or grant any other Lien (except for Liens permitted under Section 6.03(b) of the Credit Agreement) in respect of the Collateral. The Grantor shall not make or permit to be made any transfer of the Collateral and the Grantor shall remain at all times in possession of the Collateral, except that unless and until the Collateral Agent shall notify (which notice may be given by telephone if promptly confirmed in writing) the Grantor that an Event of Default shall have occurred and be continuing and that during the continuance thereof the Grantor shall not sell, convey, lease, assign, transfer or otherwise dispose of any Collateral, the Grantor may use and dispose of the Collateral in any lawful manner not inconsistent with the provisions of this Agreement or the Credit Agreement.

SECTION 4.08. <u>Insurance and Related Matters</u>.

(a) The Grantor, at its own expense, shall maintain or cause to be maintained insurance covering physical loss or damage to the Collateral in accordance with the provisions of the Credit Agreement and this Agreement.

(b) The Grantor will, maintain, with financially sound and reputable insurance companies with AM Best's rating of A minus (A-) or better, All-Risk property insurance for the full replacement value of all Collateral. All policies of All-Risk property insurance maintained by or for the benefit of the Grantor with respect to the Collateral shall be (i) maintained in an amount not less than the full replacement value of all property thereof, with deductibles or self insured retention not exceeding \$100,000, and (ii) endorsed or otherwise amended to include a "standard" or "New York" lender's loss payable endorsement, in favor of and satisfactory to the Collateral Agent, which endorsement shall provide that the insurance carrier shall pay all proceeds otherwise payable to any Loan Party under such policies directly to the Collateral Agent. All such policies also shall provide that none of the Grantor, the Administrative Agent, the Collateral Agent nor any other party shall be a coinsurer thereunder and shall contain a "Replacement Cost Endorsement", without any deduction for depreciation, "mortgagee's interest"/"breach of warranty coverage" and such other provisions as the Administrative Agent or the Collateral Agent may reasonably require from time to time to protect the interests of the

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Lenders. Each such policy also shall provide that it shall not be canceled (i) by reason of nonpayment of premium except upon not less than 10 days' prior written notice thereof by the insurer to the Administrative Agent and the Collateral Agent (giving the Administrative Agent and the Collateral Agent the right to cure defaults in the payment of premiums) or (ii) for any other reason except upon not less than 30 days' prior written notice thereof by the insurer to the Administrative Agent and the Collateral Agent. The Grantor shall deliver to the Administrative Agent and the Collateral Agent, upon not less than 30 days' prior written notice to the cancelation, modification or nonrenewal of any such policy of insurance, a copy of a renewal or replacement policy (or other evidence of renewal of a policy previously delivered to the Administrative Agent and the Collateral Agent) together with evidence satisfactory to the Administrative Agent and the Collateral Agent of payment of the premium therefor. The Grantor shall notify the Administrative Agent and the Collateral Agent immediately whenever any separate insurance concurrent in form or contributing in the event of loss with that required to be maintained under this Section is taken out by any Loan Party, and shall promptly deliver to the Administrative Agent and the Collateral Agent a duplicate original copy of such policy or policies.

(c) The Grantor irrevocably makes, constitutes and appoints the Collateral Agent (and all officers, employees or agents designated by the Collateral Agent) as the Grantor's true and lawful agent (and attorney-in-fact) for the purpose, during the continuance of an Event of Default, of making, settling and adjusting claims in respect of Collateral under policies of insurance, endorsing the name of the Grantor on any check, draft, instrument or other item of payment for the proceeds of such policies of insurance and for making all determinations and decisions with respect thereto. In the event that the Grantor at any time or times shall fail to obtain or maintain any of the policies of insurance required hereby or to pay any premium in whole or part relating thereto, the Collateral Agent may, without waiving or releasing any obligation or liability of the Grantor hereunder or any Event of Default, in its sole discretion, obtain and maintain such policies of insurance and pay such premium and take any other actions with respect thereto as the Collateral Agent deems advisable. All sums disbursed by the Collateral Agent in connection with this Section 4.08, including reasonable attorneys' fees, court costs, expenses and other charges relating thereto, shall be payable, upon demand, by the Grantor to the Collateral Agent.

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(d) In the event of any casualty or other damage to, or any taking under power of eminent domain or by condemnation or similar proceedings of, any property or asset constituting Collateral, then any and all Net Proceeds from such event shall be deposited with the Collateral Agent to the extent required by Section 5.15 of the Credit Agreement. Subject to the provisions of the Credit Agreement requiring that such Net Proceeds be applied to prepay Loans in the event of a Collateral Trigger Event, the Collateral Agent will hold such Net Proceeds and, provided that the Grantor elects to repair, restore or replace the affected property or asset in accordance with the definition of the term "Collateral Trigger Event" set forth in the Credit Agreement, the Collateral Agent will release such Net Proceeds from time to time to pay the costs of such repair, restoration or replacement; provided that (i) such repair, restoration or replacement shall comply with the requirements set forth in such definition of "Collateral Trigger Event" and (ii) as a condition of any release of funds, the Collateral Agent may require delivery of evidence reasonably satisfactory to it of compliance with such requirements. The Collateral Agent shall invest any portion of the funds held by it from time to time pursuant to this paragraph as directed in writing from time to time by the Grantor. Any such investment shall be made only in Temporary Cash Investments, shall be at the Grantor's risk and the earnings thereon shall be credited to the funds then held by the Collateral Agent hereunder for the Grantor's account. The Collateral Agent shall not be liable for any interest on uninvested funds. If any Event of Default occurs and is continuing, the Collateral Agent may, in its discretion, apply any funds then held by it hereunder as provided in Section 6.02.

ARTICLE V

Power of Attorney

SECTION 5.01. <u>Power of Attorney</u>. The Collateral Agent shall have the right, as the true and lawful agent and attorney-in-fact of the Grantor, with power of substitution for the Grantor and in the Grantor's name or otherwise, for the use and benefit of the Collateral Agent and the Secured Parties, upon the occurrence and during the continuance of an Event of Default (a) to receive, endorse, assign and/or deliver any and all notes, acceptances, checks, drafts, money orders or other evidences of payment relating to the Collateral or any part thereof; (b) to demand, collect, receive payment of, give receipt for and give discharges and releases of all or any of the Collateral; (c) to commence

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and prosecute any and all suits, actions or proceedings at law or in equity in any court of competent jurisdiction to collect or otherwise realize on all or any of the Collateral or to enforce any rights in respect of any Collateral; (d) to settle, compromise, compound, adjust or defend any actions, suits or proceedings relating to all or any of the Collateral; and (e) to use, sell, assign, transfer, pledge, make any agreement with respect to or otherwise deal with all or any of the Collateral, and to do all other acts and things necessary to carry out the purposes of this Agreement, as fully and completely as though the Collateral Agent were the absolute owner of the Collateral for all purposes; provided, however, that nothing herein contained shall be construed as requiring or obligating the Collateral Agent or any Secured Party to make any commitment or to make any inquiry as to the nature or sufficiency of any payment received by the Collateral Agent or any Secured Party, or to present or file any claim or notice, or to take any action with respect to the Collateral or any part thereof or the moneys due or to become due in respect thereof or any property covered thereby, and no action taken or omitted to be taken by the Collateral Agent or any Secured Party with respect to the Collateral or any part thereof shall give rise to any defense, counterclaim or offset in favor of the Grantor or to any claim or action against the Collateral Agent or any Secured Party. It is understood and agreed that the appointment of the Collateral Agent as the agent and attorney-in-fact of the Grantor for the purposes set forth above is coupled with an interest and is irrevocable. The provisions of this Section shall in no event relieve the Grantor of any of its obligations hereunder or under the Credit Agreement with respect to the Collateral or any part thereof or impose any obligation on the Collateral Agent or any Secured Party to proceed in any particular manner with respect to the Collateral or any part thereof, or in any way limit the exercise by the Collateral Agent or any Secured Party of any other or further right which it may have on the date of this Agreement or hereafter, whether hereunder, under any other Loan Document, by law or otherwise.

ARTICLE VI

Remedies

SECTION 6.01. Remedies upon Default. Upon the occurrence and during the continuance of an Event of Default, the Grantor agrees to deliver each item of Collateral to the Collateral Agent on demand, and it is agreed that the Collateral Agent shall have the right with or without legal process and with or without previous notice

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or demand for performance, to take possession of the Collateral or any part thereof (at the same or different times) and without liability for trespass to enter any premises where the Collateral or any part thereof may be located for the purpose of taking possession of or removing the Collateral and, generally, to exercise any and all rights afforded to a secured party under the Uniform Commercial Code or other applicable law. Without limiting the generality of the foregoing, the Grantor agrees that the Collateral Agent shall have the right, subject to the mandatory requirements of applicable law, to sell or otherwise dispose of all or any part of the Collateral, at public or private sale for cash, upon credit or for future delivery as the Collateral Agent shall deem appropriate.

Upon consummation of any such sale the Collateral Agent shall have the right to assign, transfer and deliver to the purchaser or purchasers thereof the Collateral so sold. Each such purchaser at any such sale shall hold the property sold absolutely, free from any claim or right on the part of the Grantor, and the Grantor hereby waives (to the extent permitted by law) all rights of redemption, stay and appraisal which the Grantor now has or may at any time in the future have under any rule of law or statute now existing or hereafter enacted.

The Collateral Agent shall give the Grantor 10 days' written notice (which the Grantor agrees is reasonable notice within the meaning of Section 9-504(3) of the Uniform Commercial Code as in effect in the State of New York or its equivalent in other jurisdictions) of the Collateral Agent's intention to make any sale of Collateral. Such notice, in the case of a public sale, shall state the time and place for such sale. Any such public sale shall be held at such time or times within ordinary business hours and at such place or places as the Collateral Agent may fix and state in the notice of such public sale. At any such sale, the Collateral, or portion thereof, to be sold may be sold in one lot as an entirety or in separate parcels, as the Collateral Agent may (in its sole and absolute discretion) determine. The Collateral Agent shall not be obligated to make any sale of any Collateral if it shall determine not to do so, regardless of the fact that notice of sale of such Collateral shall have been given. The Collateral Agent may, without notice or publication, adjourn any public or private sale or cause the same to be adjourned from time to time by announcement at the time and place fixed for sale, and such sale may, without further notice, be made at the time and place to which the same was so adjourned. In case any sale of all or any part of the Collateral is made on credit or for future delivery, the Collateral so sold may be retained by the Collateral Agent

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until the sale price is paid by the purchaser or purchasers thereof, but the Collateral Agent shall not incur any liability in case any such purchaser or purchasers shall fail to take up and pay for the Collateral so sold and, in case of any such failure, such Collateral may be sold again upon like notice. At any public (or, to the extent permitted by law, private) sale made pursuant to this Section, any Secured Party may bid for or purchase, free (to the extent permitted by law) from any right of redemption, stay, valuation or appraisal on the part of the Grantor (all said rights being also hereby waived and released to the extent permitted by law), the Collateral or any part thereof offered for sale and may make payment on account thereof by using any Obligation then due and payable to such Secured Party from the Grantor as a credit against the purchase price and such Secured Party may, upon compliance with the terms of sale, hold, retain and dispose of such property without further accountability to the Grantor therefor. For purposes hereof, a written agreement to purchase the Collateral or any portion thereof shall be treated as a sale thereof; the Collateral Agent shall be free to carry out such sale pursuant to such agreement and the Grantor shall not be entitled to the return of the Collateral or any portion thereof subject thereto, notwithstanding the fact that after the Collateral Agent shall have entered into such an agreement all Events of Default shall have been remedied and the Obligations paid in full. As an alternative to exercising the power of sale herein conferred upon it, the Collateral Agent may proceed by a suit or suits at law or in equity to foreclose this Agreement and to sell the Collateral or any portion thereof pursuant to a judgment or decree of a court or courts having competent jurisdiction or pursuant to a proceeding by a court-appointed receiver.

SECTION 6.02. <u>Application of Proceeds</u>. The Collateral Agent shall apply the proceeds of any collection or sale of the Collateral, as well as any Collateral consisting of cash, as follows:

FIRST, to the payment of all costs and expenses incurred by the Administrative Agent or the Collateral Agent (in its capacity as such hereunder or under any other Loan Document) in connection with such collection or sale or otherwise in connection with this Agreement or any of the Obligations, including all court costs and the fees and expenses of its agents and legal counsel, the repayment of all advances made by the Collateral Agent or the Administrative Agent hereunder or under any other Loan Document on behalf of the Grantor and any other costs or expenses incurred in

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connection with the exercise of any right or remedy hereunder or under any other Loan Document;

SECOND, to the payment in full of the Obligations (the amounts so applied to be distributed among the Secured Parties pro rata in accordance with the amounts of the Obligations owed to them on the date of any such distribution); and

THIRD, to the Grantor, its successors or assigns, or as a court of competent jurisdiction may otherwise direct.

Subject to the instructions of the Required Lenders, the Collateral Agent shall have absolute discretion as to the time of application of any such proceeds, moneys or balances in accordance with this Agreement. Upon any sale of the Collateral by the Collateral Agent (including pursuant to a power of sale granted by statute or under a judicial proceeding), the receipt of the Collateral Agent or of the officer making the sale shall be a sufficient discharge to the purchaser or purchasers of the Collateral so sold and such purchaser or purchasers shall not be obligated to see to the application of any part of the purchase money paid over to the Collateral Agent or such officer or be answerable in any way for the misapplication thereof.

ARTICLE VII

Miscellaneous

SECTION 7.01. <u>Notices</u>. All communications and notices hereunder shall (except as otherwise expressly permitted herein) be in writing and given as provided in Section 9.01 of the Credit Agreement.

SECTION 7.02. <u>Security Interest Absolute</u>. All rights of the Collateral Agent hereunder, the Security Interest and all obligations of the Grantor hereunder shall be absolute and unconditional irrespective of (a) any lack of validity or enforceability of the Credit Agreement, any other Loan Document, any agreement with respect to any of the Obligations or any other agreement or instrument relating to any of the foregoing, (b) any change in the time, manner or place of payment of, or in any other term of, all or any of the Obligations, or any other amendment or waiver of or any consent to any departure from the Credit Agreement or any other Loan Document or any other agreement or instrument, (c) any exchange, release or non-perfection of any Lien on other collateral, or any release or amendment

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or waiver of or consent under or departure from any guarantee, securing or guaranteeing all or any of the Obligations, or (d) any other circumstance which might otherwise constitute a defense available to, or a discharge of, the Grantor in respect of the Obligations or this Agreement.

SECTION 7.03. <u>Survival of Agreement</u>. All covenants, agreements, representations and warranties made by the Grantor herein and in the certificates or other instruments prepared or delivered in connection with or pursuant to this Agreement or any other Loan Document shall be considered to have been relied upon by the Secured Parties and shall survive the making by the Lenders of the Loans, regardless of any investigation made by the Secured Parties or on their behalf, and shall continue in full force and effect until this Agreement shall terminate.

SECTION 7.04. Binding Effect. This Agreement shall become effective when a counterpart hereof executed on behalf of the Grantor shall have been delivered to the Collateral Agent and a counterpart hereof shall have been executed on behalf of the Collateral Agent, and thereafter shall be binding upon the Grantor and the Collateral Agent and their respective successors and assigns, and shall inure to the benefit of the Grantor, the Collateral Agent and the other Secured Parties and their respective successors and assigns, except that the Grantor shall not have the right to assign or transfer its rights or obligations hereunder or any interest herein or in the Collateral (and any such assignment or transfer shall be void) except as expressly contemplated by this Agreement or the Credit Agreement.

SECTION 7.05. <u>Successors and Assigns</u>. Whenever in this Agreement any of the parties hereto is referred to, such reference shall be deemed to include the successors and assigns of such party; and all covenants, promises and agreements by or on behalf of the Grantor or the Collateral Agent that are contained in this Agreement shall bind and inure to the benefit of their respective successors and assigns.

SECTION 7.06. Collateral Agent Appointed
Attorney-in-Fact. The Grantor hereby appoints the
Collateral Agent the attorney-in-fact of the Grantor for the
purpose of carrying out the provisions of this Agreement and
taking any action and executing any instrument which the
Collateral Agent may deem necessary or advisable to
accomplish the purposes hereof, which appointment is
irrevocable and coupled with an interest.

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SECTION 7.07. <u>Collateral Agent's Fees and</u>
<u>Expenses: Indemnification</u>. (a) The Grantor agrees to pay upon demand to the Collateral Agent the amount of any and all reasonable expenses, including the reasonable fees and expenses of its counsel and of any experts or agents, which the Collateral Agent may incur in connection with (i) the administration of this Agreement, (ii) the custody or preservation of, or the sale of, collection from or other realization upon any of the Collateral, (iii) the exercise, enforcement or protection of any of the rights of the Collateral Agent hereunder or (iv) the failure of the Grantor to perform or observe any of the provisions hereof.

- (b) Without limitation of its indemnification obligations under the other Loan Documents, the Grantor agrees to indemnify the Collateral Agent and the other Indemnitees against, and hold each of them harmless from, any and all losses, claims, damages, liabilities and related expenses, including reasonable counsel fees and expenses incurred by or asserted against any of them arising out of, in any way connected with, or as a result of, the execution, delivery or performance of this Agreement or any claim, litigation, investigation or proceeding relating hereto or to the Collateral, whether or not any Indemnitee is a party thereto; provided that such indemnity shall not, as to any Indemnitee, be available to the extent that such losses, claims, damages, liabilities or related expenses are determined by a court of competent jurisdiction by final and nonappealable judgment to have resulted from the gross negligence or willful misconduct of such Indemnitee.
- (c) The provisions of this Section 7.07 shall remain operative and in full force and effect regardless of the termination of this Agreement or any other Loan Document, the consummation of the transactions contemplated hereby, the repayment of any of the Loans, the invalidity or unenforceability of any term or provision of this Agreement or any other Loan Document, or any investigation made by or on behalf of the Collateral Agent or any Secured Party. All amounts due under this Section 7.07 shall be payable on written demand therefor.
- (d) Notwithstanding the foregoing, the obligations of the Grantor hereunder with respect to payment of fees, charges and disbursements of counsel will be limited to (i) Cravath, Swaine & Moore, special counsel to Lucent and the Administrative Agent (or such other single firm acting in such capacity from time to time), (ii) Sullivan & Cromwell, special counsel to the Collateral Agent (or such other single firm acting in such capacity from time to time), (iii) one other firm of counsel to the

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Collateral Agent, the Administrative Agent and the Lenders in each jurisdiction and (iv) if necessary, special counsel to the Collateral Agent, the Administrative Agent and the Lenders in such areas as telecommunications regulations.

SECTION 7.08. GOVERNING LAW. THIS AGREEMENT SHALL BE CONSTRUED IN ACCORDANCE WITH AND GOVERNED BY THE LAWS OF THE STATE OF NEW YORK.

SECTION 7.09. Waivers: Amendment. (a) No failure or delay of the Collateral Agent in exercising any power or right hereunder shall operate as a waiver thereof, nor shall any single or partial exercise of any such right or power, or any abandonment or discontinuance of steps to enforce such a right or power, preclude any other or further exercise thereof or the exercise of any other right or power. The rights and remedies of the Collateral Agent hereunder and of the Collateral Agent, the Administrative Agent and the Secured Parties under the other Loan Documents are cumulative and are not exclusive of any rights or remedies that they would otherwise have. No waiver of any provisions of this Agreement or any other Loan Document or consent to any departure by the Grantor therefrom shall in any event be effective unless the same shall be permitted by paragraph (b) below, and then such waiver or consent shall be effective only in the specific instance and for the purpose for which given. No notice to or demand on the Grantor in any case shall entitle the Grantor to any other or further notice or demand in similar or other circumstances.

(b) Neither this Agreement nor any provision hereof may be waived, amended or modified except in accordance with Section 9.02 of the Credit Agreement.

SECTION 7.10. <u>WAIVER OF JURY TRIAL</u>. EACH PARTY HERETO HEREBY WAIVES, TO THE FULLEST EXTENT PERMITTED BY APPLICABLE LAW, ANY RIGHT IT MAY HAVE TO A TRIAL BY JURY IN RESPECT OF ANY LITIGATION DIRECTLY OR INDIRECTLY ARISING OUT OF, UNDER OR IN CONNECTION WITH THIS AGREEMENT OR ANY OF THE OTHER LOAN DOCUMENTS. EACH PARTY HERETO (A) CERTIFIES THAT NO REPRESENTATIVE, AGENT OR ATTORNEY OF ANY OTHER PARTY HAS REPRESENTED, EXPRESSLY OR OTHERWISE, THAT SUCH OTHER PARTY WOULD NOT, IN THE EVENT OF LITIGATION, SEEK TO ENFORCE THE FOREGOING WAIVER AND (B) ACKNOWLEDGES THAT IT AND THE OTHER PARTIES HERETO HAVE BEEN INDUCED TO ENTER INTO THIS AGREEMENT AND THE OTHER LOAN DOCUMENTS, AS APPLICABLE, BY, AMONG OTHER THINGS, THE MUTUAL WAIVERS AND CERTIFICATIONS IN THIS SECTION 7.10.

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SECTION 7.11. Severability. In the event any one or more of the provisions contained in this Agreement should be held invalid, illegal or unenforceable in any respect, the validity, legality and enforceability of the remaining provisions contained herein shall not in any way be affected or impaired thereby. The parties shall endeavor in good-faith negotiations to replace the invalid, illegal or unenforceable provisions with valid provisions the economic effect of which comes as close as possible to that of the invalid, illegal or unenforceable provisions.

SECTION 7.12 <u>Counterparts</u>. This Agreement may be executed in two or more counterparts, each of which shall constitute an original but all of which when taken together shall constitute but one contract, and shall become effective as provided in Section 7.04.

SECTION 7.13 Headings. Article and Section headings used herein are for convenience of reference only, are not part of this Agreement and are not to affect the construction of, or to be taken into consideration in interpreting, this Agreement.

SECTION 7.14. Jurisdiction: Consent to Service of (a) The Grantor hereby irrevocably and unconditionally submits, for itself and its property, to the nonexclusive jurisdiction of any New York State court or Federal court of the United States of America sitting in New York City, and any appellate court from any thereof, in any action or proceeding arising out of or relating to this Agreement or the other Loan Documents, or for recognition or enforcement of any judgment, and each of the parties hereto hereby irrevocably and unconditionally agrees that all claims in respect of any such action or proceeding may be heard and determined in such New York State or, to the extent permitted by law, in such Federal court. Each of the parties hereto agrees that a final judgment in any such action or proceeding shall be conclusive and may be enforced in other jurisdictions by suit on the judgment or in any other manner provided by law. Nothing in this Agreement shall affect any right that the Collateral Agent or any Secured Party may otherwise have to bring any action or proceeding relating to this Agreement or the other Loan Documents against the Grantor or its properties in the courts of any jurisdiction.

(b) The Grantor hereby irrevocably and unconditionally waives, to the fullest extent it may legally and effectively do so, any objection which it may now or hereafter have to the laying of venue of any suit, action or proceeding arising out of or relating to this Agreement or

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the other Loan Documents in any New York State court or Federal court sitting in New York City. Each of the parties hereto hereby irrevocably waives, to the fullest extent permitted by law, the defense of an inconvenient forum to the maintenance of such action or proceeding in any such court.

(c) Each party to this Agreement irrevocably consents to service of process in the manner provided for notices in Section 7.01. Nothing in this Agreement will affect the right of any party to this Agreement to serve process in any other manner permitted by law.

SECTION 7.15. <u>Termination</u>. This Agreement and the Security Interest shall terminate when all the Obligations have been indefeasibly paid in full and the Lenders have no further commitment to lend under the Credit Agreement, at which time the Collateral Agent shall execute and deliver to the Grantor, at the Grantor's expense, all Uniform Commercial Code termination statements and similar documents which the Grantor shall reasonably request to evidence such termination and release of the Security Interest. Any execution and delivery of termination statements or documents pursuant to this Section 7.15 shall be without recourse to or warranty by the Collateral Agent. If pursuant to Section 2.20 of the Credit Agreement, the Grantor ceases to be a "<u>Borrower</u>" under the Credit Agreement, the Grantor shall automatically be released from its obligations hereunder and the Security Interest in the Collateral of the Grantor shall be automatically released; provided that, if required by the Bank Credit Agreement, the Liens granted under this Agreement that secured the Obligations prior to the effectiveness of such release shall not terminate, but shall be assigned by the Collateral Agent. This Agreement and the Security Interest shall also be subject to termination or assignment as expressly provided in Sections 2.20 and 2.22 of the Credit Agreement.

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IN WITNESS WHEREOF, the parties hereto have duly executed this Agreement as of the day and year first above written.

MAL-I FFG

by

ame Frederic E. Rubin

Title: Vice President, Treasurer

BANK OF NEW YORK, as Collateral Agent,

by

Name: Title:

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IN WITNESS WHEREOF, the parties hereto have duly executed this Agreement as of the day and year first above written.

WVF-I LLC,

bу

Name: Title:

BANK OF NEW YORK, as Collateral Agent,

by

Name: Brendan T. Nedzi Title:Senior Vice President

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EXECUTION COPY

SECURITYTY AGREEMENT dated as of December

22, 2000, bemarween WVF-LU2, LLC, a Delaware limited liabbility company (the "Grantor"), and BANK OF NEW YORK, as collateral agent (in such capacityty, the "Collateral Agent") for the Secured I Parties, as defined herein.

Reference is made e to the Credit Agreement dated as of May 4, 2000 (as amended as of June 23, 2000, and as amended or modified from tirime to time, the "Credit Agreement"), among, the Granantor, as borrower thereunder, any other borrowers thereunder: from time to time party thereto, Winstar Communications, Incc., the lenders party thereto, the Collateral Agent and Lucentit Technologies Inc., as administrative agent. The 1 Grantor is a Borrower under the Credit Agreement. The Lendiders have agreed to extend credit to the Grantor and any otherer Borrowers pursuant to, and subject to the terms and conoditions specified in, the Credit Agreement. The obligations of the Lenders to extend credit under the Credit Agreement: are conditioned upon, among other things, the execution and delivery by the Grantor of a security agreement in the form hereof to secure (a) the due and punctual payment by each Borrower of (i) the principal of and interest on the Loans, when and as due, whether at maturity, by acceleration, upon one or more dates set for prepayment or otherwise, arand (ii) all other monetary obligations of each Borrower to the Secured Parties under the Credit Agreement, and (b) the due and punctual performance of all other obligations of eæach Borrower to the Secured Parties under the Credit Agreement and the other Loan Documents (all the foregoing obligations I being collectively called the "Obligations").

Accordingly, these Grantor and the Collateral Agent hereby agree as follows:

ARTICLE I

DeDefinitions

SECTION 1.01. I Terms Defined in the Credit Agreement. Terms used herrein and not otherwise defined herein shall have the meanings set forth in the Credit Agreement.

SECTION 1.02. Definition of Certain Terms Used Herein. As used herein, t the Following terms shall have the following meanings:

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"Credit Agreementst" shall have the meaning assigned to such term in the preliminiary statement of this Agreement.

"Equipment" shall1 mean all equipment, furniture and furnishings, and all tatangible personal property similar to any of the foregoing, inincluding tools, parts and supplies of every kind and descriptation, and all improvements, accessions or appurtenanceses thereto, in each case that are now owned or hereafter acquaired by the Grantor. The term Equipment shall also includes Fixtures.

"Fixtures" shall.1 mean all items of Equipment, whether now owned or herealefter acquired, of the Grantor that become so related to participalar real estate that an interest in them arises under any rereal estate law applicable thereto.

"General Intangifibles" shall mean all choses in action and causes of actio.on and all other assignable intangible personal properity of the Grantor of every kind and nature now owned or hereafifter acquired by the Grantor, including the Grantor's rights under the Supply Agreement and all intellectual property, acquired by or granted to the Grantor pursuant to the Supply Agreement.

"Obligations" shahall have the meaning assigned to such term in the preliminanary statement of this Agreement.

"Proceeds" shalll mean any consideration received from the sals, exchange, I license, lease or other disposition of any asset which constitutes Collateral, including any payment received from any y insurer or other Person as a result of the destruction, loss, , theft, damage or other involuntary conversion of whatever natature of any asset which constitutes Collateral, and shall include any and all other amounts from time to time paid or payatable under or in connection with any of the Collateral.

"Secured Partiess" shall mean (a) the Lenders,
(b) the Administrative Aggent and the Collateral Agent, in
their capacities as such t under each Loan Document and (c) the
successors and assigns of f the foregoing.

"Security Interrest" shall have the meaning assigned to such term in 1 Section 2.01.

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SECTION 1.03. Rules of Interpretation. The rules of interpretation specified in Section 1.03 of the Credit Agreement shall be applicabible to this Agreement.

ARURTICLE II

Securifity Interest

SECTION 2.01. Seigcurity Interest. As security for the payment or performance,, as the case may be, in full of the Obligations, the Grantwor hereby bargains, sells, conveys, assigns, sets over, mortgagges, pledges, hypothecates and transfers to the Collaterall Agent, its successors and assigns, for the benefit off the Secured Parties, and hereby grants to the Collateral Agent, its successors and assigns, for the benefit of the Secured Parties, a security interest in, all of the Grantor's rhight, title and interest in, to and under the Collateral (the ""Security Interest"). Without limiting the foregoing, the Collateral agent is hereby authorized to file one or more financing statements (including fixture filings,s, but only to the extent such fixture filings are requirered pursuant to Section 5.14(c) of the Credit Agreement (the ""Fixture Filings")), continuation statements or other documeuents for the purpose of perfecting, confirming, continuing, emmforcing or protecting the Security Interest granted by the Grirantor without the signature of the Grantor, and naming the Grirantor without the signature of the Grantor, and naming the Grirantor as debtor and the Collateral Agent as secured party.

SECTION 2.02. NNo Assumption of Liability. The Security Interest is grantited as security only and shall not subject the Collateral Agrent or any other Secured Party to, or in any way alter or moddify, any obligation or liability of the Grantor with respect to or arising out of any of the Collateral.

AMARTICLE III

Representantions and Warranties

The Grantor represents and warrants to the Collateral Agent and the S Secured Parties that:

SECTION 3.01. I Title and Authority. The Grantor has good and valid rights s in and title to the Collateral and has full power and authority to grant to the Collateral Agent the Security Interest in t the Collateral pursuant hereto and to execute, deliver and preform its obligations in accordance with the terms of this Aggreement, without the consent or

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approval of any other Person other than any consent or approval which has been obtotained.

SECTION 3.02. Pipilings. On or prior to the first Borrowing by the Grantor ununder the Credit Agreement, a Perfection Certificate with respect to the Grantor shall have been duly prepared, completed and executed and the information set forth theorein shall be correct and complete. On or prior to the first BBorrowing by the Grantor under the Credit Agreement, fully excecuted Uniform Commercial Code financing statements (incilluding Fixture Filings, as applicable) or other appropriate fillings, recordings or registrations containing a description of the Collateral shall have been filed of rirecord in each governmental, municipal or other office; specified in Schedule 5 to the Perfection Certificate, which are all the filings, recordings and registrations that are necessary to publish notice of and protect the validity of annot to establish a legal, valid and perfected security interests in favor of the Collateral Agent (for the benefit of the Selecured Parties) in respect of all Collateral in which the Selecured Parties) in respect of all Collateral in which the Selecurity Interest may be perfected by filing, recording or registration in the United States (or any political subdivision; thereof) and its territories and possessions, and no furtherer or subsequent filing, refiling, recording, rerecording, recording, recording, recording, recording as provided under applicable law with respecte to the filing of continuation statements; provided that: fixture filings will only be filed if required by Section 5.1.14(c) of the Credit Agreement.

SECTION 3.03. Y Validity of Security Interest. The Security Interest constituties (a) a legal and valid security interest in all the Collateral securing the payment and performance of the Obligatations and (b) a perfected sacurity interest in all Collateralal in which a security interest may be perfected by filing, rescording or registering a financing statement or analogous document in the United States (or any political subdivision thereof) and its territories and possessions pursuant to tithe Uniform Commercial Code or other applicable law in such jumrisdictions; provided that fixture filings will only be filed if required by Section 5.14(c) of the Credit Agreement. These Security Interest is and shall be prior to any other Lien own any of the Collateral, except for Liens expressly permitted by the Credit Agreement that are prior to the Security Interest as a matter of law.

SECTION 3.04. I Absence of Other Liens. The Collateral is owned by these Grantor free and clear of any Lien, except for Liens peremitted under Section 6.03(b) of the Credit Agreement. The Grantor has not filed or consented to the filing of any financing statement or analogous document

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under the Uniform Commerciabl Code or any other applicable laws covering any Collaterabl, except in respect of the Security Interest,

ARCRICLE IV

Cocovenants

SECTION 4.01. Collateral Schedules. (a) Promptly following the delivery of eleach Borrowing Request by the Grantor under the Credit Aggreement, the Grantor will deliver to the Collateral Agent (i).) copies of all invoices paid or financed, in whole or in papart, with the Loans resulting from such Borrowing Request, toggether with such other information as shall be necessary to iddentify each item of Collateral financed thereby and (ii) as schedule indicating the Equipment User or Users that will lemase, use or otherwise possess such Collateral and the locations of such Collateral.

(b) From time to 3 time (but not less frequently than quarterly), the Grantcor will deliver to the Collateral Agent (1) supplements to agend corrections of the schedules and other information theretofcfore delivered to the Collateral Agent sufficient to enable e the Collateral Agent to identify each item of Collateral, ththe jurisdiction in which it is located and the Equipment I User that is leasing such Collateral and (ii) copies s of all Equipment User Agreements and leases and subleases ununder which any Collateral is leased (to the extent not previously delivered to the Collateral Agent).

SECTION 4.02. <u>PiProtection of Security</u>. The Grantor shall, at its own a cost and expense, take any and all actions necessary to defended title to the Collateral against all Persons and to defend to the Security Interest of the Collateral Agent in the Collateral and the priority thereof against any Lien (except f.for Liens permitted under Section 6.03(b) of the Creredit Agreement).

SECTION 4.03. <u>F Further Assurances</u>. The Grantor agrees, at its own expenses, to execute, acknowledge, deliver and cause to be duly fileded all such further instruments and documents and take all such actions as the Collateral Agent, the Administrative Agent, or any Lucent Lender may from time to time reasonably requests to better assure, preserve, protect and perfect the Sescurity Interest and the rights and remedies created hereby, i including the payment of any fees and taxes required in commection with the execution and delivery of this Agreements, the granting of the Security Interest and the filing obf any financing statements

(including Fixture Filings);) or other documents in connection herewith or therewith.

SECTION 4.04. Indepention and Verification. The Collateral Agent and such P Persons as the Collateral Agent may reasonably designate shall I have the right, on reasonable advance notice during normanal business hours at the Grantor's own cost and expense, to imhospect the Collateral, all records related thereto (and to make extracts and copies from such records) and the premises u upon which any of the Collateral is located, to discuse the Grantor's affairs with the officers of the Grantor and its indedependent accountants and to verify under reasonable proceduress the validity, amount, quality, quantity, value, condition n and status of, or any other matter relating to, the Collaterall, including, in the case of Collateral in the possessicion of any third Person, by contacting the third Person possessing such Collateral for the purpose of making such a verification. Subject to the provisions of Section 9.12 2 of the Credit Agreement, the Collateral Agent shall have the absolute right to share any information it gains from such inspection or verification with any Secured Party and their agents and representatives.

SECTION 4.05. Titaxes: Encumbrances. At its option, the Collateral Agerent may discharge past due taxes, assessments, charges, fees,s, liens, security interests or other encumbrances at any; time levied or placed on the Collateral and not permittited under the Loan Documents and may pay for the maintenance anend preservation of the Collateral to the extent the Grantor fairlis to do so as required by the Credit Agreement or this Alagreement, and the Grantor agrees to reimburse the Collateral Alagent on demand for any payment made or any expense incurred byly the Collateral Agent pursuant to the foregoing authorizatio.on; provided, however, that nothing in this Section 4.05 shall be interpreted as excusing the Grantor from the performantace of, or imposing any obligation on the Collateral Agent one any Secured Party to cure or perform, any covenants or other promises of the Grantor with respect to taxes, assessments, charges, fees, liens, security interests or other encumbrances and maintenance as set forth herein or in the Credit Agagreement.

SECTION 4.06. Continuing Obligations of the Grantor. The Grantor shall remain liable to observe and perform all the conditions and obligations to be observed and performed by it under eachth contract, agreement or instrument relating to the Collaterall, all in accordance with the terms and conditions thereof, and the Grantor agrees to indemnify and hold harmless the Collilateral Agent and the Secured Parties from and against a any and all liability for such performance.

SECTION 4.07. Usise and Disposition of Collateral. The Grantor shall not make; or permit to be made an assignment, pledge or hypoththecation of the Collateral or grant any other Lien (excepspt for Liens permitted under Section 6.03(b) of the Creddit Agreement) in respect of the Collateral. The Grantor shall not make or permit to be made any transfer of the Collateral and the Grantor shall remain at all times in possession; of the Collateral, except that unless and until the Collateral Agent shall notify (which notice may be given by teldephone if promptly confirmed in writing) the Grantor that a an Event of Default shall have occurred and be continuing; and that during the continuance thereof the Grantor shall not sell, convey, lease, assign, transfer or otherwise dispose of any Collateral, the Grantor may use and dispose of the e Collateral in any lawful manner not inconsistent with the provisions of this Agreement or the Credit Agreement.

SECTION 4.08. Introduce and Related Matters.

(a) The Grantor, at its owner expense, shall maintain or cause to be maintained insurance e covering physical loss or damage to the Collateral in accordance with the provisions of the Credit Agreement and this & Agreement.

(b) The Grantor r will, maintain, with financially sound and reputable insuranance companies with AM Best's rating of A minus (A-) or better, All-Risk property insurance for the full replacement value e of all Collateral. All policies of All-Risk property insurance maintained by or for the benefit of the Grantor with the respect to the Collateral shall be (i) maintained in an ammount not less than the full replacement value of all piproperty thereof, with deductibles or self insured retention; not exceeding \$100,000, and (ii) endorsed or otherwises amended to include a "standard" or "New York" lender's loss pipayable endorsement, in favor of and satisfactory to the Collateral Agent, which endorsement shall provide that the insurance: carrier shall pay all proceeds otherwise payable to any L-Loan Party under such policies directly to the Collaterall Agent. All such policies also shall provide that none off the Grantor, the Administrative Agent, the Collateral Agenst nor any other party shall be a coinsurer thereunder and s shall contain a "Replacement Cost Endorsement", without any, deduction for depreciation, "mortgagee's interest"/"briveach of warranty coverage" and such other provisions as the Addministrative Agent or the Collateral Agent may reasonomably require from time to time to protect the interests of the Lenders. Each such policy also shall provide that it shall not be canceled (i) by reason of nonpayment of premium exceept upon not less than 10 days' prior written notice thereeof by the insurer to the Administrative Agent and the Collateral Agent (giving the

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Administrative Agent and thehe Collateral Agent the right to cure defaults in the paymerent of premiums) or (ii) for any other reason except upon monot less than 30 days' prior written notice thereof by the insumers to the Administrative Agent and the Collateral Agent. The a Grantor shall deliver to the Administrative Agent and the Collateral Agent, upon not less than 30 days' prior writtens notice to the cancelation, modification or nonrenewal 1 of any such policy of insurance, a copy of a renewal or replacacement policy (or other evidence of renewal of a policy previously delivered to the Administrative Agent and the Collateral Agent and the Collateral Agent of payments of the premium therefor. The Grantor shall notify the AcAdministrative Agent and the Collateral Agent immediatelely whenever any separate insurance concurrent in form or contributing in the event of loss with that required to be maintalained under this Saction is taken out by any Loan Party, and d shall promptly deliver to the Administrative Agent and the Collateral Agent and the Collate

(c) The Grantor: irrevocably makes, constitutes and appoints the Collateral Agigent (and all officers, employees or agents designated by the Ccollateral Agent) as the Grantor's true and lawful agent (andid attornsy-in-fact) for the purpose, during the continuance of i an Event of Default, of making, settling and adjusting clasaims in respect of Collateral under policies of insurance, encludorsing the name of the Grantor on any check, draft, instrumement or other item of payment for the proceeds of such policies; of insurance and for making all determinations and decisioons with respect thereto. In the event that the Grantor at: any time or times shall fail to obtain or maintain any of f the policies of insurance required hereby or to pay any preminium in whole or part relating thereto, the Collateral Aggent may, without waiving or releasing any obligation o or liability of the Grantor hereunder or any Event of T Default, in its sole discretion, obtain and maintain such p policies of insurance and pay such premium and take any others actions with respect thereto as the Collateral Agent deemsas advisable. All sums disbursed by the Collateral Agent in coconnection with this Section 4.08, including reasonable attorneys' fees, court costs, expenses and other charges relatingng thereto, shall be payable, upon demand, by the Grantor to the Collateral Agent.

(d) In the everent of any casualty or other damage to, or any taking under power of eminent domain or by condemnation or similar poroceedings of, any property or asset constituting Collateral, t then any and all Net Proceeds from such event shall be deposisited with the Collateral Agent to the extent required by Secction 5.15 of the Credit Agreement.

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Subject to the provisions (of the Credit Agraement requiring that such Net Proceeds be ; applied to prepay Loans in the event of a Collateral Triggger Event, the Collateral Agent will hold such Net Proceededs and, provided that the Grantor elects to repair, restore (or replace the affected property or asset in accordance with tithe definition of the term "Collateral Trigger Event" set forth in the Credit Agraement, the Collateral Agent will: release such Net Proceeds from time to time to pay the costs o of such repair, restoration or replacement; provided that. (i) such repair, restoration or replacement shall comply which the requirements set forth in such definition of "Collatiteral Trigger Event" and (ii) as a condition of any release o of funds, the Collateral Agent may require delivery of evidenance reasonably satisfactory to it of compliance with such requirements. The Collateral Agent shall invest any portion o of the funds held by it from time to time pursuant to this pararagraph as directed in writing from time to time by the Grantor. Any such investment shall be made only in Temporary Casish Investments, shall be at the Grantor's risk and the earnnings thereon shall be credited to the funds then held by these Collateral Agent hereunder for the Grantor's account. The Collateral Agent shall not be liable for any interest on uninverseted funds. If any Event of Default occurs and is contrinuing, the Collateral Agent may, in its discretion, apply a any funds then held by it hereunder as provided in Section 6.0.02.

1 ARTICLE V

Powerer of Attorney

SECTION 5.01. Prover of Attorney. The Collateral Agent shall have the righth, as the true and lawful agent and attorney-in-fact of the GETantor, with power of substitution for the Grantor and in these Grantor's name or otherwise, for the use and benefit of these Collateral Agent and the Secured Parties, upon the occurrence and during the continuance of an Event of Default (a) to receive, endorse, assign and/or deliver any and all notes, acceptances, checks, drafts, money orders or other evidences s of payment relating to the Collateral or any part theoreof; (b) to demand, collect, receive payment of, give r receipt for and give discharges and releases of all or any off the Collateral; (c) to commence and prosecute any and all suitits, actions or proceedings at law or in equity in any court off competent jurisdiction to collect or otherwise realize on alall or any of the Collateral; (d) to settle, compromise, compound, adjust or defend any actions, suits or proceedings relatating to all or any of the Collateral; and (e) to uses, sell, assign, transfer, pledge,

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make any agreement with resispect to or otherwise deal with all or any of the Collateral, a and to do all other acts and things necessary to carry out the purposes of this Agreement, as fully and completely as thoough the Collateral Agent were the absolute owner of the Collateral for all purposes; provided, however, that nothing hereisin contained shall be construed as requiring or obligating theme Collateral Agent or any Secured Party to make any commitmement or to make any inquiry as to the nature or sufficiency of amany payment received by the Collateral Agent or any Secured Party, or to present or file any claim or notice, or to a take any action with respect to the Collateral or any part t thereof or the moneys due or to become due in respect thereteof or any property covered thereby, and no action takeen or omitted to be taken by the Collateral Agent or any Seccured Party with respect to the Collateral Agent or any seccured Party with respect to the Collateral or any part themseof shall give rise to any defense, counterclaim or offifset in favor of the Grantor or to any claim or action againsts the Collateral Agent or any Secured Party. It is underestood and agreed that the appointment of the Collateral Agent as the agent and attorney-in-fact of the Grantor for the purposes set forth above is coupled with an ininterest and is irrevocable. The provisions of this Section metall in no event relieve the Grantor of any of its oblidigations hereunder or under the Credit Agreement with respect to the Collateral Agent or any part thereof or impose any obligation on the Collateral Agent or any Secured Party to proceed in any particular manner with respect to the Collateral Agent or any secured Party of any other or furtither right which it may have on the date of this Agreement or I hereafter, whether hereunder, under any other Loan Document, buy law or otherwise.

AJARTICLE VI

Remedies

SECTION 6.01. Assemmedies upon Default. Upon the occurrence and during the continuance of an Event of Default, the Grantor agrees to deliviver each item of Collateral to the Collateral Agent on demanded, and it is agreed that the Collateral Agent shall have the right with or without legal process and with or withount previous notice or demand for performance, to take posseression of the Collateral or any part thereof (at the same or dilifferent times) and without liability for trespass to enter any premises where the Collateral or any part thereof may be located for the purpose of taking possession of orm removing the Collateral and, generally, to exercise anyly and all rights afforded to a secured party under the Uninform Commercial Code or other

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applicable law. Without I.limiting the generality of the foregoing, the Grantor agrees that the Collateral Agent shall have the right, subject too the mandatory requirements of applicable law, to sell or otherwise dispose of all or any part of the Collateral, att public or private sale for cash, upon credit or for future: delivery as the Collateral Agent shall deem appropriate. Ulpon consummation of any such sale the Collateral Agent shall have the right to assign, transfer and deliver to the purchasuser or purchasers thereof the Collateral so sold. Each I such purchaser at any such sale shall hold the property sould absolutely, free from any claim or right on the part of thise Grantor, and the Grantor hereby waives (to the extent perminited by law) all rights of redemption, stay and appravaisal which the Grantor now has or applicable law. Without I limiting the generality of the redemption, stay and appracaisal which the Grantor now has or may at any time. In the futiture have under any rule of law or statute now existing or hewereafter enacted.

The Collateral A Agent shall give the Grantor 10 days' written notice (w(which the Grantor agrees is reasonable notice within t the meaning of Section 9-504(3) of the Uniform Commercial Codde as in effect in the State of New York or its equivalent in a other jurisdictions) of the Collateral Agent's intentition to make any sale of Collateral. Such notice, in the case of a public sale, shall state the time and place for such smale. Any such public sale shall be held at such time or timess within ordinary business hours and at such place or places ams the Collateral Agent may fix and state in the notice of succe public sale. At any such sale, the Collateral, or portions thereof, to be sold may be sold in the Collateral, or portions thereof, to be sold may be sold in one lot as an entirety or r in separate parcels, as the Collateral Agent may (in i its sole and absolute discretion) determine. The Collateralal Agent shall not be obligated to make any sale of any Collateral if it shall determine not to do so, regardless of the ffact that notice of sale of such Collateral shall have been given. The Collateral Agent may, without notice or publicatation, adjourn any public or private sale or cause the same to a be adjourned from time to time by appropriement at the time a and place fixed for sale, and such sale or cause the same to a be adjourned from time to time by announcement at the time and place fixed for sale, and such sale may, without further r notice, be made at the time and place to which the same waves so adjourned. In case any sale of all or any part of the e Collateral is made on credit or for future delivery, the Collateral so sold may be retained by the Collateral Agent untill the sale price is paid by the purchaser or purchasers tithereof, but the Collateral Agent shall not incur eny liabilility in case any such purchaser or purchasers shall fail to take up and pay for the Collateral so sold and, in case of army such failure, such Collateral may be sold again upon like nomotice. At any public (or, to the extent permitted by law, private) sale made pursuant to this Section, any Secured Partity may bid for or purchase, free (to the extent permitted by Islaw) from any right of redemption,

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stay, valuation or appraistsal on the part of the Grantor (all said rights being also herereby waived and released to the extent permitted by law), I the Collateral or any part thereof offered for sale and may mamake payment on account thereof by using any Obligation then I due and payable to such Secured Party from the Grantor as I a credit against the purchase price and such Secured Party may, I upon compliance with the terms of sale, hold, retain and dispose of such property without further accountability to I the Grantor therefor. For purposes hereof, a written agreement to purchase the Collateral or any portion thereof shall be titreated as a sale thereof; the Collateral Agent shall be if free to carry out such sale pursuant to such agreement and the Grantor shall not be entitled to the return of I the Collateral or any portion thereof subject thereto, innotwithstanding the fact that after the Collateral Agent shall. have entered into such an agreement all Events of Desefault shall have been remedied and the Obligations paid in fu'ull. As an alternative to exercising the power of same herein conferred upon it, the Collateral Agent may proceeded by a suit or suits at law or in equity to foreclose this A Agreement and to sell the Collateral or any portion thereof purissuant to a judgment or decree of a court or courts having compaperent jurisdiction or pursuant to a proceeding by a court-appropriated receiver.

SECTION 6.02. <u>A Application of Proceeds</u>. The Collateral Agent shall appaply the proceeds of any collection or sale of the Collateral, as well as any Collateral consisting of cash, as follows:

FIRST, to the parament of all costs and expenses incurred by the Administrative Agent or the Collateral Agent (in its capacitity as such hereunder or under any other Loan Document): in connection with such collection or sale or otherwise; in connection with this Agreement or any of the Obligatitions, including all court costs and the fees and expenses of its agents and legal counsel, the repayment of all advances made by the Collateral Agent or the Administrative Agent hereunder or under any other Locan Document on behalf of the Grantor and any otherer costs or expenses incurred in connection with the exercise of any right or remedy hereunder or under army other Loan Document;

SECOND, to the p payment in full of the Obligations (the amounts so applified to be distributed among the Secured Parties pro r rata in accordance with the amounts of the Obligations cowed to them on the date of any such distribution); and

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Subject to the instructionens of the Required Lenders, the Collateral Agent shall haveve absolute discretion as to the time of application of any y such proceeds, moneys or balances in accordance with this Aggreement. Upon any sale of the Collateral by the Collateraral Agent (including pursuant to a power of sale granted by sistatute or under a judicial proceeding), the receipt o:of the Collateral Agent or of the officer making the sale shihall be a sufficient discharge to the purchaser or purchasers of the Collateral so sold and such purchaser or purchasers shall not be obligated to see to the application of any parent of the purchase money paid over to the Collateral Agent ore such officer or be answerable in any way for the misapplication thereof.

AFARTICLE VII

Misscellaneous

SECTION 7.01. <u>N.Notices</u>. All communications and notices hereunder shall (e'except as otherwise expressly permitted herein) be in writing and given as provided in Section 9.01 of the Credit, t Agreement.

SECTION 7.02. Security Interest Absolute. All rights of the Collateral A Agent hereunder, the Security Interest and all obligations of the Grantor hereunder shall be absolute and unconditional irrespective of (a) any lack of validity or enforceability; of the Credit Agreement, any other Loan Document, any agreement with respect to any of the Obligations or any other a agreement or instrument relating to any of the foregoing, (b): any change in the time, manner or place of payment of, or inin any other term of, all or any of the Obligations, or any other amendment or waiver of or any consent to any departure f from the Credit Agreement or any other Loan Document or anyly other agreement or instrument, (c) any exchange, release? or non-perfection of any Lien on other collateral, or any release or amendment or waiver of or consent under or departures from any guarantee, securing or guaranteeing all or any off the Obligations, or (d) any other circumstance which might o otherwise constitute a defense available to, or a discharage of, the Grantor in respect of the Obligations or this Agareement.

SECTION 7.03. Survival of Agreement. All covenants, agreements, representations and warranties made by the Grantor herein and in a the certificates or other

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instruments prepared or delelivered in connection with or pursuant to this Agreement t or any other Loan Document shall be considered to have been n relied upon by the Secured Parties and shall survive the making by the Lenders of the Loans, regardless of any investigation made by the Secured Parties or on their behalf, and shhall continue in full force and effect until this Agreement shall terminate.

SECTION 7.04. Billing Effect. This Agreement shall become effective wheren a counterpart hereof executed on behalf of the Grantor shall have been delivered to the Collateral Agent and a counterpart hereof shall have been executed on behalf of the (Collateral Agent, and thereafter shall be binding upon the (Grantor and the Collateral Agent and their respective successors and assigns, and shall inure to the benefit of the Grantor, the Collateral Agent and the other Secured Parties and (their respective successors and assigns, except that the G Grantor shall not have the right to assign or transfer its rigights or obligations hereunder or any interest herein or in the t Collateral (and any such assignment or transfer shall be void)) except as expressly contemplated by this Agreement or the C Credit Agreement.

SECTION 7.05. <u>S Successors and Assigns</u>. Whenever in this Agreement any of the parties hereto is referred to, such reference shall be delemed to include the successors and assigns of such party; and all covenants, promises and agreements by or on behalfif of the Grantor or the Collateral Agent that are contained i in this Agreement shall bind and inure to the benefit of their respective successors and assigns.

SECTION 7.06. <u>C Collateral Agent Appointed</u>
<u>Attorney-in-Pact</u>. The Grazantor hereby appoints the Collateral Agent the attorney-in-facts of the Grantor for the purpose of carrying out the provisionons of this Agreement and taking any action and executing any i instrument which the Collateral Agent may deem necessary o or advisable to accomplish the purposes hereof, which appropriatment is irrevocable and coupled with an interest.

SECTION 7.07. C Collateral Agent's Fees and
Expenses: Indemnification n. (a) The Grantor agrees to pay
upon demand to the Collateral Agent the amount of any and all
reasonable expenses, including the reasonable fees and
expenses of its counsel arand of any experts or agents, which
the Collateral Agent may i incur in connection with (i) the
administration of this Aggreement, (ii) the custody or
preservation of, or the small of, collection from or other
realization upon any of tithe Collateral, (iii) the exercise,
enforcement or protection n of any of the rights of the

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Collateral Agent hereunder c or (1v) the failure of the Grantor to perform or observe any o of the provisions hereof.

- (b) Without liminitation of its indemnification obligations under the others Loan Documents, the Grantor agrees to indemnify the Cobliateral Agent and the other Indemnitees against, and hoold each of them harmless from, any and all losses, claims, dammages, liabilities and related expenses, including reasonamble counsel fees and expenses incurred by or asserted aggainst any of them arising out of, in any way connected with, or as a result of, the execution, delivery or performance of f this Agreement or any claim, litigation, investigation t or proceeding relating hereto or to the Collateral, whether or r not any Indemnitee is a party thereto; provided that such indemnity shall not, as to any Indemnitee, be available too the extent that such losses, claims, damages, liabilities or related expenses are determined by a court of competent jurisdiction by final and nonappealable judgment to thave resulted from the gross negligence or willful misocconduct of such Indemnitee.
- (c) The provisitions of this Section 7.07 shall remain operative and in fuull force and effect regardless of the termination of this Aggreement or any other Loan Document, the consummation of the transactions contemplated hereby, the repayment of any of the Lowens, the invalidity or unenforceability of any telerm or provision of this Agreement or any other Loan Document,t, or any investigation made by or on behalf of the Collatera; Agent or any Secured Party. All amounts due under this Seciction 7.07 shall be payable on written demand therefor.
- (d) Notwithstanmoing the foregoing, the obligations of the Grantorn hereunder with respect to payment of fees, charges and disburursements of counsel will be limited to (i) Cravath, Swaine & MMoore, special counsel to Lucent and the Administrative Agent ((or such other single firm acting in such capacity from time to:o time), (ii) Sullivan & Cromwell, special counsel to the Collateral Agent (or such other single firm acting in such capacity from time to time), (iii) one other firm of counsel to the Collateral Agent, the Administrative Agent and the Lenders in each jurisdiction and (iv) if necessary, speciall counsel to the Collateral Agent, the Administrative Agent a and the Lenders in such areas as telecommunications regulatitions.

SECTION 7.00. G COVERNING LAW. THIS AGREEMENT SHALL BE CONSTRUED IN ACCOMPANCE WITH AND GOVERNED BY THE LAWS OF THE STATE OF NEW Y YORK.

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SECTION 7.09. Wavaivers; Amendment. (a) No failure or delay of the Cobliatoral Agent in exercising any power or right hereunder shhall operate as a waiver thereof, nor shall any single or paratial exercise of any such right or power, or any abandonment c or discontinuance of steps to enforce such a right or power, preclude any other or further exercise thereof or the exercise of any other right or power. The rights and remedies of the Collateral Agent hereunder and of the Collateral Agent hereunder and of the Collateral Agent, tithe Administrative Agent and the Secured Parties under the cother Loan Documents are cumulative secured Parties under the Cother Loan Documents are cumulative and are not exclusive of anny rights or remedies that they would otherwise have. No waiver of any provisions of this Agreement or any other Loann Document or consent to any departure by the Grantor titherefrom shall in any event be effective unless the same schall be permitted by paragraph (b) below, and then such waivener or consent shall be effective only in the specific instance and for the purpose for which given. No notice to or demmand on the Grantor in any case shall entitle the Grantor i to any other or further notice or demand in similar or other r circumstances.

(b) Neither this Agreement nor any provision hereof may be waived, amended or modified except in accordance with Section 9.4.02 of the Credit Agreement.

SECTION 7.10. WWAIVER OF JURY TRIAL. EACH PARTY HERETO HEREBY WAIVES, TO TITHE FULLEST EXTENT PERMITTED BY APPLICABLE LAW, AMY RIGHT 'IT MAY HAVE TO A TRIAL BY JURY IN RESPECT OF ANY LITIGATION! DIRECTLY OR INDIRECTLY ARISING OUT OF, UNDER OR IN CONNECTIONIN WITH THIS AGREEMENT OR ANY OF THE OTHER LOAN DOCUMENTS. EACICH PARTY HERETO (A) CERTIFIES THAT NO REPRESENTATIVE, AGENT COR ATTORNEY OF ANY OTHER PARTY HAS REPRESENTED, EXPRESSLY OR & OTHERNISE, THAT SUCH OTHER PARTY WOULD NOT, IN THE EVENT OF/F LITIGATION, SEEK TO ENFORCE THE FOREGOING WAIVER AND (B) A ACKNOWLEDGES THAT IT AND THE OTHER PARTIES HERETO HAVE BEEN I INDUCED TO ENTER INTO THIS AGREEMENT AND THE OTHER LOAN DOCUMENNTS, AS APPLICABLE, BY, AMONG OTHER THINGS, THE MUTUAL WAIVERSS AND CERTIFICATIONS IN THIS SECTION 7.10. 7.10.

SECTION 7.11. <u>Severability</u>. In the event any one or more of the provisions a contained in this Agreement should be held invalid, illegal o or unenforceable in any respect, the validity, legality and enfiforceability of the remaining provisions contained hereisin shall not in any way be affected or impaired thereby. The a parties shall endeavor in good-faith negotiations two replace the invalid, illegal or unenforceable provisions which valid provisions the economic effect of which somes as colose as possible to that of the invalid, illegal or unenforceable provisions.

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SECTION 7.12 <u>Communitaries</u>. This Agreement may be executed in two or more communitaries, each of which shall constitute an original but t all of which when taken together shall constitute but one communitaries, and shall become effective as provided in Section 7.044.

SECTION 7.13 <u>Hemadings</u>. Article and Section headings used herein are foror convenience of reference only, are not part of this Agreemement and are not to affect the construction of, or to be t taken into consideration in interpreting, this Agreemement.

SECTION 7.14. July is diction: Consent to Service of Process. (a) The Grantor r hereby irrevocably and unconditionally submits, ffor itself and its property, to the nonexclusive jurisdiction c of any New York State court or Federal court of the Unitered States of America sitting in New York City, and any appellatate court from any thereof, in any action or proceeding arising out of or relating to this Agreement or the other Loaran Documents, or for recognition or enforcement of any judgmentnt, and each of the parties hereto hereby irrevocably and uncconditionally agrees that all claims in respect of any such actition or proceeding may be heard and determined in such New Yorlk State or, to the extent permitted by law, in such Federal corourt. Each of the parties hereto agrees that a final judgmenent in any such action or proceeding shall be conclusive and mayay be enforced in other jurisdictions by suit on tithe judgment or in any other manner provided by law. Nothing: in this Agreement shall affect any right that the Collateral i Agent or any Secured Party may otherwise have to bring anny action or proceeding relating to this Agreement or the otherer Loan Documents against the Grantor or its properties: in the courts of any jurisdiction.

- (b) The Grantors hereby irrevocably and unconditionally waives, to:o the fullest extent it may legally and effectively do so, anyly objection which it may now or hereafter have to the layling of venue of any suit, action or proceeding arising out of for relating to this Agreement or the other Loan Documents in any New York State court or Federal court sitting in New York City. Each of the parties hereto hereby irrevocably / waives, to the fullest extent permitted by law, the deference of an inconvenient forum to the maintenance of such actions or proceeding in any such court.
- (c) Each party / to this Agreement irrevocably consents to service of processs in the manner provided for notices in Section 7.01. Nothing in this Agreement will affect the right of any party to this Agreement to serve process in any other manner permitted by law.

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SECTION 7.15. <u>Titermination</u>. This Agreement and the Security Interest shall! terminate when all the Obligations have been indeseesably paid in full and the Lenders have no further commitment to lend under the Credit Agreement, at which time tithe Collateral Agent shall execute and deliver to the Grantory, at the Grantor's expense, all Uniform Commercial Code telemination statements and similar documents which the Grantors shall reasonably request to evidence such termination; and release of the Security Interest. Any execution shall delivery of termination statements or documents purersuant to this Section 7.15 shall be without recourse to or; warranty by the Collateral Agent. If pursuant to Section 2.2:20 of the Credit Agreement, the Grantor ceases to be a "Bojorrower" under the Credit Agreement, the Grantor shall automatifically be released from its obligations hereunder and I the Security Interest in the Collateral of the Grantor: shall be automatically released; provided that, if requireded by the Bank Credit Agreement, the Liens granted under this Agreement that secured the Obligations prior to the effectiveness of such release shall not terminate, but shall be assigned by the Collateral Agent. This Agreement and the Security Interest shall also be subject to termination or: assignment as expressly provided in Sections 2.20 and 2.22 of: the Credit Agreement.

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IN WITNESS WHEREOFF, the parties hereto have duly executed this Agreement as obf the day and year first above written.

WVF-LU2,

by

Name: Title:

RANK OF NEW YORK, as Collateral Agent,

by

Name:

IN WITHESS WHEREODE, the parties hereto have duly executed this Agreement as c of the day and year first above written.

WVF-LU2, LLC,

þy

Name: Tirle:

BANK OF NEW YORK, as Collateral Agent,

Title:

by

James W. Whitaker

SENTOR VICE PRESIDENT

WINSTAR COMMUNICATIONS,

INC., et al.,

v.

Debtor

Christine C. Shubert,

Chapter 7 Trustee

of Winstar

Communications, Inc.

and Winstar Wireless, Inc. :

Plaintiff

CASE NO. 01-1430

LUCENT TECHNOLOGIES INC.
Defendant

EXPERT REPORT OF JOHN I. SALOMON

March 29, 2004

F T I

1201 Eye Street, NW, Suite 400 Washington, DC 20005

202-312-9162

CONFIDENTIAL

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Summa	ry of Information Considered	Appendix B

CREDIT AGREEMENT

dated as of

October 21, 1998

among

WINSTAR NETWORK EXPANSION, LLC,

WINSTAR COMMUNICATIONS, INC.,

The Lenders Party Hereto,

STATE STREET BANK AND TRUST COMPANY, as Collateral Agent,

and

LUCENT TECHNOLOGIES INC., as Administrative Agent

[Reference No. 7725-042]

[NYCORP: 690042]



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Exhibit B -- Form of Guarantee Agreement
Exhibit C -- Form of Indemnity and Contribution Agreement
Exhibit D -- Form of Perfection Certificate
Exhibit E -- Form of Security Agreement

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Exhibit F -- Form of Equipment User Agreement

[NYCOMP. 650042]

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requirements of the foregoing proviso, then a "Collateral Trigger Event" shall be deemed to have occurred at the expiration of such 180-day (or, if applicable 360-day) period.

"Collateral Trigger Threshhold" means, at any time, an amount equal to the greater of \$5,000,000 or 2.50% of the total Collateral Cost of all properties and assets constituting Collateral at the time.

"Commitment" means, with respect to each Lender, the commitment, if any, of such Lender to make Loans hereunder during any Availability Period, expressed as an amount representing the maximum principal amount of the Loans to be made by such Lender hereunder, as such commitment may be (a) reduced from time to time pursuant to Section 2.06 and (b) reduced or increased from time to time pursuant to assignments by or to such Lender pursuant to Section 9.04. The initial amount of each Lender's Commitment is set forth on Schedule 2.01, or in the Assignment and Acceptance pursuant to which such Lender shall have assumed its Commitment, as applicable. The initial aggregate amount of the Lenders' Commitments is \$2,000,000,000.

"Consolidated Debt Service" means, for any period, Consolidated Interest Expense for such period plus any scheduled payments of principal of Indebtedness of the Parent and the Restricted Subsidiaries during such period.

"Consolidated EBITDA" means, for any period, Consolidated Net Income for such period (adjusted to exclude all extraordinary items and Non-Recurring Items), plus, without duplication and to the extent deducted from revenues in determining Consolidated Net Income, the sum of (a) the aggregate amount of Consolidated Interest Expense for such period, (b) the aggregate amount of income tax expense for such period, (c) all amounts attributable to depreciation and amortization for such period and (d) preferred stock dividends in respect of any Disqualified Stock for such period, all as determined on a consolidated basis with respect to the Parent and the Restricted Subsidiaries in accordance with GAAP.

"Consolidated Indebtedness" means, as of any date of determination, the aggregate principal amount of Indebtedness (including Disqualified Stock) of the Parent and the Restricted Subsidiaries outstanding as of such date determined on a consolidated basis in accordance with GAAP.

(NYCORP: 690042)

terms of an accounting or financial nature shall be construed in accordance with GAAP, as in effect from time to time; provided that, if the Parent notifies the Administrative Agent that the Parent requests an amendment to any provision hereof to eliminate the effect of any change occurring after the date hereof in GAAP or in the application thereof on the operation of such provision (or if the Administrative Agent notifies the Parent that the Required Lenders request an amendment to any provision hereof for such purpose), regardless of whether any such notice is given before or after such change in GAAP or in the application thereof, then such provision shall be interpreted on the basis of GAAP as in effect and applied immediately before such change shall have become effective until such notice shall have been withdrawn or such provision amended in accordance herewith.

(b) Each reference herein to any financial term, definition or computation that is to be calculated for or with respect to the Parent and the Restricted Subsidiaries on a consolidated basis in accordance with GAAP shall be calculated excluding and without giving effect to any consolidated subsidiary of the Parent that is not a Restricted Subsidiary (including Unrestricted Subsidiaries) or any investment therein or earnings thereon, except to the extent otherwise expressly provided herein.

ARTICLE II

The Loans

SECTION 2.01. <u>Commitments</u>. Subject to the terms and conditions set forth herein, each Lender with an Available Commitment agrees to make Loans to the Borrower at any time and from time to time during each Availability Period in an aggregate principal amount not exceeding its remaining Available Commitment at the time. Amounts repaid in respect of Loans may not be reborroved.

SECTION 2.02. Loans and Borrowings. (a) Each Loan shall be made as part of a Borrowing consisting of Loans of the same Class and Type made by the Lenders ratably in accordance with their respective Available Commitments. The failure of any Lender to make any Loan required to be made by it shall not relieve any other Lender of its obligations hereunder; provided that the Commitments of the Lenders are several and no Lender shall be responsible for any other Lender's failure to make Loans as required.

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NO.412

P. 1

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P.82/83



March 30, 1999

Mr. Rif Haffer WinStar Telecommunications 7799 Leesburg Pike, 700 South Falls Church, VA 22043

Dear Rif:

As we have discussed, Lucent is willing to consider providing additional services to WinSter under our Supply Agreement dated October 21, 1998. If Lucent agrees to provide such services, it is our current expectation that Lucent would subcontract with WinSter for certain Network Services including: Switch Site Plenning and Construction, Network Integration, Building Site Surveys and Site Acquisitions. Lucout has not yet determined whether these services will be financed by Lucent. A more complete statement of the services WinStar might provide to Lucent, valued at \$115M, is attached to this letter.

As you know, Lucent's plans will continue to be refined during the year. As such, this letter is a non-binding statement of Lucent's anticipated plans. This letter is intended solely as a basis of further discussions and is not intended to be, and does not constitute, a legal binding obligation of the parties. No legally binding relationship will be created. implied, or inferred until an appropriate Amendement to the Supply Agreement is executed by WinSter and Lucent and until the parties execute a subcontract and other related documents regarding the subject matter to this letter.

We look forward to continuing our relationship with WinStar.

Sincerely.

Mark Wilson

VP. Emerging Service Providers

Lucent Technologies

From:

Naylor, Charles L (Chuck)

Sent:

Tuesday, January 18, 2000 12:49 PM

To:

Wilson, Mark (Mark); Epstein, Marc N (Marc); Dowdy, Mary M (Mary); Quinn, John F (John);

Jerden, Antonietta (Antonietta); Carrone, Angela (Angela); Diroma, Jill B (Jill)

Cc:

Manzi, Frank P (Frank); Cocito, James Vincent (Jim); Coleman, Glenn (Glenn); Rigotti, David

Roy (David)

Subject:

RE: Winstar Services

Jill,

Thanks for the response. Dave Rigotti on my team will work with Mary Dowdy on processing 4Q PO/invoices. Additionally, we're anxious to pursue the on-going services opportunity and will look for Jim Cocito and Mark Wilson's direction on how to capture this.

Chuck

From: Diroma, Jill B (Jill)

Sent: Tuesday, January 18, 2000 7:27 AM

To: Naylor, Charles L (Chuck); Wilson, Mark (Mark); Epstein, Marc N (Marc); Dowdy, Mary M (Mary); Quinn, John

F (John); Jerden, Antonietta (Antonietta); Carrone, Angela (Angela)

Cc: Manzi, Frank P (Frank); Cocito, James Vincent (Jim); Coleman, Glenn (Glenn)

Subject: Winstar Services

Mark.

We have discussed the Winstar performed services and have concurrence from Corporate CFO that this transaction can be done ONE MORE TIME. This one time allowance is to cover Calendar 4th quarter services for Winstar. We all recognize that this means that a Lucent PO needed to be generated to Winstar dated prior to Dec. 31, 1999. This will then be followed up with invoicing and payments between the parties to take place sometime in Feb. 2000. Finally a journal entry will be processed in March 2000 to clear out the transaction from our books.

I understand that the team is working towards a Turn Key solution with this customer. Please keep in mind that this alone will not allow us to continue this practice of running Winstar performed services through our books. The only way we will run these through our books after this transaction is if they are services performed by some party other than Winstar and it is deemed after careful review that Lucent can take revenue on these services.

Since it is doubtful that we will move to a third party performing all of these services it is imperative that communication is sent to Winstar to inform them that we cannot issue any further Purchase Orders for services performed by them. Please provide a copy of this coorespondance to me as soon as possible.

Thanks,

JHL



From:

Manzi, Frank P (Frank)

To:

Wilson, Mark R (Mark)

Cc: Subject: Diroma, Jill B (Jill); Mark Deady; James Cocilo RE: Resale of Winstar asset purchase

Mark,

I fully understand the strategic relationship we have with Winstar and I am glad to see the access business flowing our way. But, (a small but) I need to be kept informed of how this \$35 million asset will be moving off our books. It will be a drain on our asset metrics until it is removed. This is really a different product offering for us so I want to be assured that we manage it appropriately.

Please provide me with a monthly report telling me:

- the amount sold,
- · gain/loss incurred,
- · customer we sold to and
- · the amount and customer we expect to sell in next month.

Hopefully you will only have to do this once.

Frank 908 559 3075

----Original Message---

From:

Diroma, Jill B (Jill)

Sent:

Thursday, March 30, 2000 4:20 PM

To:

Manzi, Frank P (Frank)

Subject:

FW: Resale of Winstar asset purchase

From:

Palmour, Vicky R (Vicky)

Sent:

Thursday, March 30, 2000 2:02 PM

To: Subject: Diroma, Jill B (Jill); Castellon, Karen E (Karen) Resale of Winstar asset purchase

Jill,

As you know we are purchasing \$35M from Winstar in network assets. The approximate make up is \$20M in backbone capacity between NY and Dallas (OC 12 and OC 3 rates) and approximately 75 OC-3/DS3 radio links.

There are two reasons we are doing this. One was to help secure over \$350M of orders this quarter for the Winstar build. This agreement on the \$35M diverted a \$400M purchase decision (3 year spend) from our competitor's in the access space. This was a win back situation. This in and of itself was strategic.

The second reason was to use these assets to help position us with other customers. Our ability to offer these assets with our products greatly enhances our ability to sell large projects. These assets will be packaged initially with a mark up of around 7%. There may be instances where we want to sell these assets below what we paid Winstar. This would be where there is a substantial amount of revenue tied to the asset. In this case the cost of the asset would be included in the business case for the new revenue stream from the customer.

We currently see the following customers as candidates for these assets.

Evolution Networks - Up to 75 radio links to be used as backup to leased ILEC facilities.

ATG is looking to deploy fixed wireless assets.

KMC is talking to us about fixed wireless facilities in Tier 4 cities.

1



Aerie would use the backbone capacity until they can fiber facilities turned up using our equipment

US LEC is interested in backbone facilities to connect their existing cities.

There is another 50 or so customers that are looking at both fixed wireless and backbone strategies that are potential customers for these assets. Obviously we have not begun discussion on a wholesale basis until the Winstar agreement is complete. I believe we will have these assets resold next quarter.

Mark

2

From:

Fullerton, William K (Bill)

Sent:

Tuesday, August 29, 2000 9:29 PM

To:

Diroma, Jill B (Jill)

Cc:

Carrone, Angela (Angela); Kelly, Charles (Chuck); Manzi, Frank P (Frank)

Subject:

FW: Resale of Winstar asset purchase

Jill – wanted to know the status of these assets. Do we have customers? Are they recoverable? Just as an FYI, Rich McGinn has been inquiring about this specifically and wants to know if Lucent can use it if we can't sell it. Obviously we need to have all our facts straight before I have that discussion. Please let me know where we are relating to the \$35M. Thanks.

From:

Fullerton, William K (Bill)

Sent:

Thursday, April 06, 2000 9:09 PM

To:

Diroma, Jill B (Jill): Kelly, Charles (Chuck)

Cc:

Manzi, Frank P (Frank)

Subject:

RE: Resale of Winstar asset purchase

let's make sure the sales team knows that if we don't sell this next quarter and the business case doesn't support the recoverability of the asset we are writing it off to revenue to the CT

From:

Kelly, Charles (Chuck)

Sent:

Thursday, April 06, 2000 8:19 AM

To:

Diroma, Jill B (Jill)

Cc:

Fullerton, William K (Bill): Manzi, Frank P (Frank)

Subject:

RE: Resale of Winstar asset purchase

4/6/00

Jill,

I discussed the accounting will Bill last night. We don't have enough time this quarter to go through an analysis of the entire transaction. Therefore, the suggestion is to record the entire amount in 'other assets' at this time. Based on the assessment that we believe that this will all be resold by next quarter then we can make the necessary adjustments at that time. In our discussions the issue was raised that we need to carefully monitor the situation to make sure that this transaction does not represent a sales concession related to the larger deal that was just signed. If it does then we would need to show the concession as a reduction to revenue. The schedule that Frank requested on a monthly basis should give us that indication and we can begin to discuss again next month when we get the first schedule.

Chuck Kelly

Senior Manager - Accounting Policy

(908) 559 - 3206

<<OLE Object: Picture (Metafile)>>

From: Diroma, Jill B (Jill)

Sent: Wednesday, April 05, 2000 2:25 PM

To: Kelly, Charles (Chuck)

Subject: FW: Resale of Winstar asset purchase

Chuck.

Here is a write up from the Sales VP as to how he expects to sell the Winstar radios and IRU's. I think we are comfortable saying it is worth what we paid at this point.

Ji

B1847

From:

Castellon, Karen E (Karen)

Sent

Tuesday, April 04, 2000 11:30 PM

To: Burke, Maureen A (Maureen)

DEFENDANTIS (SECONDANTIS)
EXCELLED (SECONDANTIS)

1

Cc: Naylor, Charles L (Chuck); Wilson, Mark (Mark); Sabett, Denise F (Denise); Diroma, Jill B (Jill)

Subject:

FW: Resale of Winstar asset purchase

Maureen.

Pls. see note from Mark below. Is this sufficient, or are you looking for something else? Pls. advise.

Thanks. Karen

From:

Diroma, Jill B (Jill)

Sent:

Friday, March 31, 2000 9:59 AM

To: Castellon, Karen E (Karen)

Subject:

FW: Resale of Winstar asset purchase

karen,

We will need to work together to provide this information.

Jill

From:

Manzi, Frank P (Frank)

Sent

Friday, March 31, 2000 8:57 AM

To: Wilson, Mark (Mark)

Cc: Diroma, Jill B (Jill); Deady, Mark A (Mark); Cocito, James Vincent (Jim)

Subject:

RE: Resale of Winstar asset purchase

Mark,

I fully understand the strategic relationship we have with Winstar and I am glad to see the access business flowing our way. But, (a small but) I need to be kept informed of how this \$35 million asset will be moving off our books. It will be a drain on our asset metrics until it is removed. This is really a different product offering for us so I want to be assured that we manage it appropriately.

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- gain/loss incurred.
- customer we sold to and
- the amount and customer we expect to sell in next month.

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Frank 908 559 3075

-Original Message

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Subject:

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KMC is talking to us about fixed wireless facilities in Tier 4 cities.

Aerie would use the backbone capacity until they can fiber facilities turned up using our equipment

US LEC is interested in backbone facilities to connect their existing cities.

There is another 50 or so customers that are looking at both fixed wireless and backbone strategies that are potential customers for these assets. Obviously we have not begun discussion on a wholesale basis until the Winstar agreement is complete. I believe we will have these assets resold next quarter.

Mark

3

Execution Copy

AMENDMENT NO. 2 AND NEW LENDER AGREEMENT

AMENDMENT NO. 2 AND NEW LENDER AGREEMENT, dated as of December 6, 2000 (this "Amendment No 2"), in respect of the REVOLVING CREDIT AND TERM LOAN AGREEMENT, dated as of May 4, 2000, (as amended prior to the date hereof and unless otherwise stated herein, the "Credit Agreement") among WINSTAR COMMUNICATIONS, INC., a Delaware corporation (the "Parent"), WCI CAPITAL CORP., a Delaware corporation (the "Borrower"), each of the entities listed on the signature pages thereof under the heading "Guarantors" and the Additional Guarantors (as defined in Section 6.09 thereof) from time to time parties thereto, each of the lenders from time to time parties thereto (collectively, the "Lenders"), THE BANK OF NEW YORK, as letter of credit issuer, administrative agent and collateral agent for the Lenders, CITICORP NORTH AMERICA, INC., as syndication agent for the Lenders, and CIBC WORLD MARKETS CORP, and CREDIT SUISSE FIRST BOSTON, as documentation agents for the Lenders. Capitalized terms not otherwise defined herein shall have the meaning set forth in the Credit Agreement.

WITNESSETH:

WHEREAS, the Borrower has requested that the existing Lenders under the Credit Agreement (the "Existing Lenders") permit an increase in the Indebtedness of the Loan Parties under the Credit Documents by \$200,000,000 under a new senior secured term loan:

WHEREAS, the Existing Lenders are willing to permit such an increase in Indebtedness under the Credit Documents and Siemens Financial Services, Inc. (the "New Lender") is willing to make loans of \$200,000,000 under a new senior secured term loan; and

WHEREAS, the parties hereto desire to amend the Credit Agreement as provided herein.

NOW THEREFORE, the parties hereto agree as follows:

SECTION 1. Amendments to the Credit Agreement.

The first recital of the Credit Agreement is hereby amended by deleting the words "and (iii)" in line 7 thereof and by replacing them with the word "(iii)", and by deleting the words "; the Term Loan B Loans, together with the Term Loan A Loans, being the "Term Loans") in lines 9 and 10 thereof and by adding, after the word "and" in line 10 thereof, the following paragraph (iv):

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Siemens ICN 01462

Execution Copy -

- "(iv) \$200,000,000 for general corporate purposes under a senior secured term loan facility (the "Term Loan C Facility"; loans made thereunder each being a "Term Loan C Loan" and, collectively, the "Term Loan C Loans"; the Term Loan C Loans, together with the Term Loan A Loans and the Term Loan B Loans, being the "Term Loans");"
- (b) Section 1.01(c) of the Credit Agreement is hereby amended by:
- adding the following new defined term after the definition of Alternate Base Rate:
 - "Amendment No. 2" means Amendment No. 2 and New Lender Agreement in respect of this Agreement, dated as of December 6, 2000.
- (ii) adding the words "and Term Loan C Loans" after the words "Term Loan B Loans" in line 6 of the definition of Applicable Margin, and replacing the Applicable Margin set forth with respect to Term Loan B Loans therein with the following:

"Term Loan B Loans and Term Loan C Loans

In respect of the Term Loan B Loans and Term Loan C Loans, the Applicable Margin for ABR Loans means 3.50% and the Applicable Margin for Eurodollar Loans means 4.50%,"

- deleting the definition of "Facilities" and replacing such definition in its entirety with the following:
 - "Facilities" means the Revolving Credit Facility, the Term Loan A Facility, the Term Loan B Facility and the Term Loan C Facility.
- deleting the word "and" in line 4 of paragraph (iv) of the definition of Interest Period, adding the word "; and" after the words "Scheduled Installment Date" in line 4 of paragraph (v) thereof and adding a new paragraph (vi) as follows:
 - "(vi) any Interest Period with respect to a Term Loan C Loan that begins before a Term Loan C Scheduled Installment Date and would otherwise end after such Term Loan C Scheduled Installment Date shall end on such Term Loan C Scheduled Installment Date."

Execution Copy

- deleting the word "and" in line 10 of the definition of Pro Rata Share and adding a paragraph (iv) after the words "then outstanding" in line 14 thereof as follows:
 - ", and (iv) in relation to Term Loan C Loans, the proportion of such Lender's Term Loan C Commitment to the Total Term Loan C Commitment, or after the Term Loan C Commitment Termination Date, the proportion of such Lender's Term Loan C Loans to the aggregate amount of Term Loan C Loans then outstanding."
- (vi) deleting the word "direct" in line 1 of the definition of Special Purpose Vendor Subsidiary.
 - adding the following definitions in alphabetical order: (vii)
 - "Term Loan C Commitment" means, with respect to a Lender, on the date of Amendment No. 2, the amount set forth opposite such Lender's name under the heading "Term Loan C Commitment" on Schedule 1.01(c)-1 hereto as such amount may be changed from time to time pursuant to the terms of this Agreement.
 - "Term Loan C Commitment Termination Date" means the Term Loan C Effective Date.
 - "Term Loan C Effective Date" means the day during which the Term Loan C Effective Time occurs.
 - "Term Loan C Effective Time" has the meaning assigned to such term in Section 7.04.
 - "Term Loan C Facility" has the meaning set forth in the preamble.
 - "Term Loan C Lenders" means the Lenders committed to lend under the Term Loan C Facility.
 - "Term Loan C Loans" has the meaning assigned to such term in the preamble.
 - "Term Loan C Loan Request" means the single request by the Borrower for Term Loan C Loans, which shall specify (i) the requested Borrowing Date, (ii) the aggregate amount of such Term Loan C Loans, (iii) whether such Term Loan C Loans are to bear

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interest initially as ABR Loans or Eurodollar Loans and (iv) if applicable, the initial Interest Period therefor.

"Term Loan C Scheduled Installment Date" has the meaning set forth in Section 2.05(d).

"Total Term Loan C Commitment" means, on any day, the aggregate Term Loan C Commitment on such day of all the Lenders.

- (viii) adding the words "or a Term Loan C Loan Request" after the words "Term Loan B Loan Request" in the definition of Term Loan Request.
- Section 2.03 of the Credit Agreement is hereby amended by adding the words "and Term Loan C Loans" after the words "Term Loan B Loans" in the heading thereof and by adding subsections (c) and (d) as follows:
 - Until the Term Loan C Commitment Termination Date. subject to the terms and conditions of this Agreement, each of the Term Loan C Lenders, severally and not jointly with the other Term Loan C Lenders, agrees to make Term Loan C Loans to the Borrower in an amount not to exceed such Term Loan C Lender's Term Loan C Commitment.
 - In order to borrow Term Loan C Loans, the Borrower shall give a Term Loan C Loan Request to the Administrative Agent, by telephone or telecopy or in writing, not later than 11:00 A.M. (if by telephone, to be so confirmed in substantially the form of Exhibit 2.03(c) not later than 2:00 P.M. on the same day), (i) on the Borrowing Date for ABR Loans and (ii) on the third Business Day before the Borrowing Date for Eurodollar Loans. Upon receipt, the Administrative Agent forthwith shall give notice to each Term Loan C Lender of the substance of the Term Loan C Loan Request. Not later than 2:00 P.M., on the Borrowing Date, each Term Loan C Lender shall make available to the Administrative Agent such Term Loan C Lender's Pro Rata Share of the requested Loans in funds immediately available at the Administrative Agent's office specified pursuant to Section 13.08(a). Subject to satisfaction, or waiver in accordance with Section 7.04, of each of the applicable conditions precedent contained in Article VII, on the Borrowing Date the Administrative Agent shall make available, in like funds, to the Borrower the amounts received by the Administrative Agent from the Term Loan C Lenders."

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- (d) Section 2.04 of the Credit Agreement is hereby amended by adding a subsection (e) as follows:
 - "(e) Term Loan C Commitments; Mandatory Borrowing
 Request; Commitment Termination. On the Term Loan C
 Effective Date, Borrower shall give a single Term Loan C Loan
 Request to the Administrative Agent totaling an aggregate
 principal amount of \$200,000,000. The Term Loan C
 Commitment terminates on the Term Loan C Commitment
 Termination Date."
- (e) Section 2.05 of the Credit Agreement is hereby amended by adding a subsection (d) as follows:
 - "(d) Term Loan C Loans. The outstanding principal of the Term Loan C Loans shall be repaid in installments payable on the last day of each calendar quarter commencing on June 30, 2004 and ending on December 31, 2007 as set forth in the following table:

Date	Quarterly Installment Payment
June 30, 2004	\$500,000
September 30, 2004	\$500,000
December 31, 2004	\$500,000
March 31, 2005	\$500,000
June 30, 2005	\$500,000
September 30, 2005	\$500,000
December 31, 2005	\$500,000
March 31, 2006	\$500,000
June 30, 2006	\$500,000
September 30, 2006	\$500,000
December 31, 2006	\$500,000
March 31, 2007	\$500,000
June 30, 2007	\$64,666,667
September 30, 2007	\$64,666,66 7
December 31, 2007	Balance of outstanding Term Loan C Loans

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(each of the foregoing dates, a "Term Loan C Scheduled Installment Date"),"

Subject to Section 2(b) of this Amendment No. 2, Section 2.06(b) of the Credit Agreement is hereby amended by adding the words "or the Term Loan C Loans" after the words "Term Loan B Loans" in line 13 thereof and by replacing the final two sentences thereof with the following:

> "On and after the third anniversary of the Effective Date each partial prepayment shall be applied (i) ratably to the Term Loan A Loans, Term Loan B Loans, and the Term Loan C Loans, and (ii) ratably to the scheduled installments of principal of the Term Loan A Loans, Term Loan B Loans and the Term Loan C Loans, in each case in accordance with the respective principal amounts thereof outstanding as of the date of such payment. Prepaid Term Loans may not be reborrowed."

- Section 2.06(c)(iv) of the Credit Agreement is hereby amended by adding the words "outstanding as of the date of such payment" after the words "principal amounts thereof' in line 3 thereof and Section 2.06 of the Credit Agreement is further hereby amended by adding a subsection (e) as follows:
 - Term Loan C Loan Prepayment Fee. In the event the Borrower prepays the Term Loan C Loan, the Borrower shall pay, for the account of the Term Loan'C Lenders, a prepayment fee equal to (i) 3% of the principal amount prepaid if prepayment occurs after the Term Loan C Effective Date and on or before the first anniversary of the Term Loan C Effective Date, (ii) 2% of the principal amount prepaid if prepayment occurs after the first anniversary of the Term Loan C Effective Date and on or before the second anniversary of the Term Loan C Effective Date, and (iii) 1% of the principal amount prepaid if prepayment occurs after the second anniversary of the Term Loan C Effective Date and on or before the third anniversary of the Term Loan C Effective Date. Prepayments of the Term Loan C Loan made after the third anniversary of the Term Loan C Effective Date are not subject to this prepayment fee."
- Article VII of the Credit Agreement is hereby amended by adding a (h) Section 7.04 as follows:

"Section 7.04 Conditions Precedent for Term Loan C Commitments and Term Loan C Loans. The conditions precedent set forth in Sections 7.01(a) through (j) shall not apply in respect of Term Loan C Lenders, Term Loan C Commitments or Term Loan C Loans. The obligations of each Term Loan C Lender hereunder are subject to, and each Term Loan C Lender's Commitments shall not become available until, the earliest time

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(the "Term Loan C Effective Time") on which each of the following conditions precedent shall have been satisfied or waived in writing by the Term Loan C Lenders:

- (a) Amendment No. 2. Amendment No. 2 shall have become effective in accordance with the terms of Section 2 of Amendment No. 2.
- (b) Consents and Agreements. All consents or agreements (other than any required for Amendment No. 2 to become effective in accordance with its terms) required by the Borrower to Incur Indebtedness in respect of the Term Loan C Loans pursuant to this Agreement (as amended by Amendment No. 2) shall have been obtained and the Administrative Agent, on behalf of the Term Loan C Lenders, shall have received a certificate, signed by an authorized officer of the Parent and the Borrower, certifying that such consents or agreements have been obtained and attaching thereto a copy or copies of such consents or agreements.
- (c) Representations and Warranties. The representations and warranties contained in Section 4 of Amendment No. 2 shall be true and correct in all material respects on the Term Loan C Effective Date (except as otherwise set forth in Section 4 of Amendment No. 2) and the Administrative Agent, on behalf of the Term Loan C Lenders, shall have received a certificate, signed by an authorized officer of each of the Loan Parties, to that effect.
- (d) Evidence of Corporate Action. The Administrative Agent on behalf of the Term Loan C Lenders shall have received the following:
 - (i) a copy of the certificate of incorporation or similar constitutive document of each of the Consolidated Group Members as in effect on the Term Loan C Effective Date, each certified by the Secretary of State of the respective jurisdictions in which such Consolidated Group Member is organized, and a certificate from such Secretary of State as to the good standing of each of the domestic Consolidated Group Members in each case as of a date reasonably close to the Term Loan C Effective Date; and
 - (ii) a certificate of the Secretary or an Assistant Secretary of the Loan Parties, dated the Term Loan C Effective Date, and stating (A) that attached thereto is a true and complete copy of the by-laws or similar constitutive document of the

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relevant Loan Party as in effect on such date and at all times since the date of the resolutions described in clause (B) below, (B) that attached thereto is a true and complete copy of resolutions duly adopted by the Board of Directors or equivalent authority of the relevant Loan Party authorizing the execution, delivery and performance of this Agreement (as amended by Amendment No. 2), and that such resolutions have not been modified, rescinded or amended and are in full force and effect, (C) that the certificate of incorporation or similar constitutive document of the relevant Loan Party has not been amended since the date of the last amendment thereto shown on the certificate of good standing furnished pursuant to clause (i) above, and (D) a verification as to the incumbency and signature of each officer executing Amendment No. 2 or any document delivered in connection therewith on behalf of the relevant Loan Party.

- Opinions of Counsel. The Lenders shall have received favorable (e) written opinions, dated the Term Loan C Effective Date, of (i) Shearman & Sterling, counsel for the Borrower, (ii) Graubard Mollen & Miller, counsel for the Borrower, (iii) Sullivan & Cromwell, special counsel for the Lenders, and (iv) Willkie Fart & Gallagher, special FCC counsel to the Borrower (in reference to spectrum matters only), each in respect of this Agreement as amended by Amendment No. 2 in substantially the form received by the Lenders on the Effective Date.
- Fees. The Administrative Agent shall have received, on behalf of **(f)** the Term Loan C Lenders, all fees due pursuant to the fee letter, dated November 7, 2000, or any supplement thereto, from Siemens Information and Communications Networks, Inc to Parent and Borrower.

For the avoidance of doubt, this Section 7.04 is without prejudice to the definition of Effective Time and is without prejudice to Sections 7.02 and 7.03 of this Agreement (which Sections shall apply in respect of the Term Loan C Lenders and Term Loan C Loans except that, solely in relation to the Term Loan C Lenders and the Term Loan C Loans, the reference to Section 5.01 in Section 7.02(c) shall be deemed instead to be a reference to Section 4 of Amendment No. 2)."

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Section 8.02(d)(ii)(Z) of the Credit Agreement is hereby amended (i)

by:

- (i) deleting the words "Net Available Cash" and replacing them with the words "Net Cash Proceeds" in line 1 of subparagraph (2) thereof, adding the words "or" after the word "Proceeds," in line 7 of subparagraph (2) thereof and adding a subparagraph (3) as follows:
 - \$200,000,000 in cash on or after the Term Loan C Effective "(3) Date and before December 31, 2000,"
- (ii) deleting the word "either" in line 10 thereof and replacing it with the word "each".
- Section 8.01(n) of the Credit Agreement is hereby amended by adding the words "))" after the words "Loan Party" in line 13 thereof and by deleting the words ")" after the words "Identification Number" in Line 16 thereof.
- Section 11.03(a) of the Credit Agreement is hereby amended by deleting the words "and Term Loan B Loans" in line 23 thereof and replacing them with the words ", Term Loan B Loans and Term Loan C Loans".
- Section 13.06 of the Credit Agreement is hereby amended by deleting the words "and the other Credit Documents" in line 3 thereof.
- The Credit Agreement is hereby amended by adding an Exhibit (m) 2.03(c) in the form attached to Annex A to this Amendment No. 2.
- The Credit Agreement is hereby amended by deleting Exhibit (n) 11.01(d)-2 and replacing it with a new Exhibit 11.01(d)-2 in the form attached to Annex B to this Amendment No. 2.
- The Credit Agreement is hereby amended by deleting Exhibit 11.03(a) and replacing it with a new Exhibit 11.03(a) in the form attached to Annex C to this Amendment No. 2.
- The Credit Agreement is hereby amended by deleting Schedule .1.01(c)-1 and replacing it with a new Schedule 1.01(c)-1 in the form attached to Annex D to this Amendment No. 2.
- SECTION 2. Effectiveness. Subject to Section 2(b) of this Amendment No. 2, this Amendment No. 2 shall be effective upon the following subsections each having been satisfied:

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- the execution of counterparts hereof by the Parent, the Borrower, each of the Guarantors (as such term is defined in the Credit Agreement in relation to Article VI thereof) and the Required Lenders;
- the execution of counterparts hereof by Existing Lenders holding more than 50% of the sum of the unused portion of the Total Commitment and the total outstanding Loans for each class of Loans that is adversely effected by the modifications to Section 2.06 resulting from this Amendment No. 2, provided that if this Section 2(b) is not satisfied, this Amendment No. 2 shall nevertheless become effective on the satisfaction of Sections 2(a), 2(c) and 2(d) hereof except that (i) the amendment to the Credit Agreement set forth in Section 1(f) of this Amendment No. 2 shall not be made and (ii) Section 2.06 of the Credit Agreement shall, instead, hereby be amended as set forth in Amendment Exhibit A:
- the execution of a counterpart hereof by New Lender (it being acknowledged that the execution of this Amendment No. 2 by the New Lender is for the purpose of Section 3 hereof and of the New Lender's agreement to the amendments to the Credit Agreement effected hereby); and
- (d) upon receipt by the Parent of \$250,000,000 gross proceeds from the issuance of its Capital Stock on or before January 31, 2001.

SECTION 3. New Lender. At the same time as this Amendment No. 2 shall become effective in accordance with its terms, the New Lender shall, without further action on behalf of any person, become a party to and be bound by the provisions of the Credit Agreement (as amended by this Amendment No. 2) and shall have the rights and obligations of a Lender thereunder and under the Credit Documents and the New Lender and each other party executing this Amendment No. 2 accepts and acknowledges the same by their respective signatures hereto. For the avoidance of doubt, neither New Lender nor any affiliate of New Lender shall be an Equipment Vendor Lender solely by reason of (a) New Lender becoming a Lender under the Credit Agreement (as amended by this Amendment No. 2), or (b) an affiliate of New Lender entering into an equipment purchase agreement with a Loan Party, nor shall any Term Loan C Loan be deemed a Vendor Financing.

SECTION 4. Representations and Warranties. Each of the Loan Parties as to itself, and as to any Consolidated Group Member that is a Subsidiary thereof, hereby represents and warrants to the other parties hereto that, as of the date hereof and after giving effect to this Amendment No. 2, (a) the representations and warranties contained in Section 5.01 of the Credit Agreement (except to the extent any representation or warranty speaks as of a date certain and which is not made as of the date hereof pursuant to this Section 4) are true and correct in all material respects on and as of the date hereof

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as though made on the date hereof, (b) no Default or Event of Default exists and is continuing, or shall exist and be continuing, under the Credit Agreement, (c) Schedule 5.01(b) of the Credit Agreement is true and correct in all material respects on and as of the date hereof and each of the representations and warranties in Section 5.01(1)(i) and Section 5.01(n) of the Credit Agreement is true and correct in all material respects on and as of the date hereof as though made on the date hereof, (d) the Credit Agreement (including all schedules and exhibits thereto) has not been amended prior to the date hereof except by Amendment No. 1, dated as of May 4, 2000, and none of the other Credit Documents have been amended in writing, and (e) each of the conditions precedent set forth in Section 7.01 of the Credit Agreement was satisfied (and not waived in writing by the Required Lenders) on the Effective Date.

SECTION 5. Survival. All representations and warranties made in this Amendment No. 2 pursuant to Section 4 of this Amendment No. 2, and in the certificates or other instruments prepared or delivered in connection with or pursuant to this Amendment No. 2, shall (i) be considered to have been relied upon by the New Lender regardless of any investigation made by, or on behalf of, the New Lender and (ii) survive the making of the Term Loan C Loans.

SECTION 6. Miscellaneous.

- Except as amended hereby, all of the terms of the Credit Agreement shall remain and continue in full force and effect and are hereby confirmed in all respects.
- This Amendment No. 2 shall be a Credit Document for the purposes of the Credit Agreement (as hereby amended):
- This Amendment No. 2 may be signed in any number of counterparts, each of which shall be an original, with the same effect as if the signatures thereto were upon the same instrument. Delivery of an executed counterpart of a signature page of this Amendment No. 2 or consent hereto by telecopier shall be effective as delivery of a manually executed counterpart of this Amendment No. 2.
- (d) THIS AMENDMENT NO. 2 AND THE RIGHTS AND OBLIGATIONS OF THE PARTIES HERETO SHALL BE GOVERNED BY, AND CONSTRUED IN ACCORDANCE WITH, THE LAWS OF THE STATE OF NEW YORK.

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Page 12 of 75

Amendment Exhibit A

- (A) Section 2.06(b) of the Credit Agreement shall be amended by:
- (i) adding after the words "Borrower's direction" in line 14 thereof the words "and shall not, so long as any Term Loan A Loans or Term Loan B Loans shall be outstanding, be applied to the Term Loan C Loans"; and
- (ii) by adding after the words "B Loans" in line 17 thereof the words ", and (iii) to the Term Loan C Loans if no Term Loan A Loans and Term Loan B Loans shall be outstanding" and by adding after the words "principal amounts thereof" the words "outstanding as of the date of such payment".
- (B) Section 2.06(c) of the Credit Agreement shall be amended by deleting paragraph (iv) thereof and replacing it with a new paragraph (iv) as follows:
- "(iv) Prepayments under subsections (ii) and (iii) above shall be applied (A) first, ratably to the Term Loan A Loans and Term Loan B Loans and ratably to the scheduled installments of principal of the Term Loan A Loans and Term Loan B Loans, in each case in accordance with the respective principal amounts thereof outstanding as of the date of such payment, (B) second, to the extent the Term Loan A Loans and Term Loan B Loans have been paid in full, to the Revolving Credit Credit Loans, and (C) third, to the extent the Term Loan A Loans, the Term Loan B Loans have been paid in full and no Revolving Credit Loans are outstanding, to the Term Loan C Loans."

[signature pages follow]

Execution Copy

IN WITNESS WHEREOF, the parties hereto have caused this Amendment No.2 to be duly executed as of the date first above written.

PARENT and GUARANTOR:

WINSTAR COMMUNICATIONS, INC.

Name:

Frederic E. Rubin

Title:

Senior Vice President, Treasurer

BORROWER:

WCI CAPITAL CORP.

Name:

Vice President, Treasurer

Title:

GUARANTORS:

WINSTAR WIRELESS, INC.

Name:

Title:

Vice President, Treasurer

WINSTAR A/R SPE, LLC

Name:

Frederic E. Rubin

Title:

Vice President, Treasurer

-14-

Execution Copy

WINSTAR A/R ACCOUNT PARTY, LLC

Name:

Vice President, Treasurer

Title:

WINSTAR BROADBAND ACQUISITION 1999,

LLC

Frederic E. Rubin

Name:

Vice President, Treasurer

Title:

WINSTAR NETWORK EXPANSION, LLC

Frederic E. Rubin

Name: Title:

Vice President, Treasurer

WWI LICENSE HOLDING, INC.

Name:

Frederic E. Rubin

Title:

Vice President, Treasurer

WINSTAR EQUIPMENT CORP.

Name:

Frederic E. Rubin

Vice President, Treasurer

Title:

NY12527: 95794.10

-15-

Siemens ICN 01475

Execution Copy

WINSTAR EQUIPMENT II CORP.

By:

Name:

Frederic E. Rubin

Title:

Vice President, Treasurer

WINSTAR WIRELESSFIBER CORP.

Name: Title:

Frederic E. Rubin

Vice President, Treasurer

WINSTAR LMDS, LLC

Name:

Frederic E. Rubin

Title:

Vice President, Treasurer

WINSTAR CREDIT CORP.

By:

Name:

Frederic E. Rubin

Title:

Vice President, Treasurer

WINSTAR SWITCH ACQUISITION CORP.

Name:

Title:

Frederic E. Rubin

Vice President, Treasurer

-16-

Execution Copy

WINSTAR NEW MEDIA COMPANY, INC.

Vice President, Treasurer

Title:

WINSTAR INTERACTIVE MEDIA SALES, INC.

By:

Name:

Frederic E. Rubin

Title:

Vice President, Treasurer

WINSTAR EASYNET INC.

Name:

Frederic E. Rubin

Title:

Vice President, Treasuret

WINSTAR INTERACTIVE VENTURES I, INC.

By:

Name:

\Loe Prosident, Treasurer

Title:

WINSTAR GLOBAL MEDIA, INC.

Name:

Frederic E. Rubin Vice President, Treasurer

Title:

-17-

NY12527:95794,10

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Execution Copy

WINSTAR RADIO NETWORKS, INC.

By: Vice President, Treasurer Title:

WALT BABY LOVE PRODUCTIONS, INC.

Name

Title:

Frederic E. Rubin

Vice President, Tressurer

NON FICTION FILMS INC.

Name:

Frederic E. Rubin

Title:

Vice President, Treasurer

FOX/LORBER ASSOCIATES, INC.

Name:

Frederic E. Rubin

Vice President, Treasurer

Title:

WELLSPRING MEDIA, INC.

Title:

Frederic E. Rubin

Vice President, Treasuror

NY12527: 95794.10

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Siemens ICN 01478

Execution Copy

WINSTAR BROADCASTING CORP.

By:

Name: Title:

Frederic E. Rubin

Vice President, Tressurer

SPORTSFAN RADIO NETWORK INC.

Name:

Frederic E. Rubin

· Title:

Vice President, Treasurer

WINSTAR GOVERNMENT SOLUTIONS, LLC

By:

Name:

Frederic E. Rubin

Title:

Vice President, Treasurer

WINSTAR MIDCOM ACQUISITION CORP.

Name:

Frederic E. Rubin

Title:

Vice President, Treasurer

-19-

Execution Copy

LENDERS:

THE BANK OF NEW YORK, as Lender, Letter of Credit Issuer, Administrative Agent and Collateral Agent

Name: Title:

NY12527: 95794.10

-19-

Siemens ICN 01480

Execution Copy

ABN AMRO BANK N.V.

Name: FRANCES O'H

Title: FRANCES OF LOOK!

SENIOR VICE PRESIDENT

Name: DAVID C. CARRINGTO

Title: GROUP VICE PRESIDENT

Filed 06/14/2006 Page 21 of 75

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BNY CAPITAL MARKETS

TEL: 212 635 8509

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THE BANK OF NOVA SCOTIA

Ву:_

Name: VINCENT J. FITZGERALD, J. Title: AVIHORIZED SIGNATORY

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BANK OF MONTREAL

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FC CBO IV, LTD

By: The Bank of Montreal, as its Collateral Manager

Name: 2

Title:

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BARCLAYS BANK PLC

Name:

Daniele Iacovone

Title: Di

Director

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NY12527: 95794.10

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KERPITAL HARKETS

TEL: 212 635 8509

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SIERRA CLO I, LTD

By: Centre Pacific, as its Colleteral Manager

Mime: JOHN M. CASPARIAN Tille: Sewior Managhie Director

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BNY CAPITAL MARKETS

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CIBC WORLD MARKETS, CORP. as Lender and Syndication Agent

Name:

Title:

Michele E. Roller
Executive Director
CIBC World Markets Corp. As Agent

-27-

Case 1:06-cv-00147-JJF Document 30-3 Filed 06/14/2006 Page 28 of 75

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O.H. & SUTCLIFFE LLP
DEUTSCHE BANK CY LTD
O.H. & SUTCLIFFE LLP

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CAPITYA FINANCE LTD.

Name: Title: DAVID DYER Director

NY 12527; 95794.10

Siemens ICN 01489

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CITIBANK, N.A.

Name: C(w)10 }
Title: Director

NY12527: 95794.10

-29-

Siemens ICN 01490

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CITICORP NORTH AMERICA, INC., as Lender and Syndication Agent

Name:

JAMES F. CARVIN, WA

Title:

NY12527: 95794.10

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CREDIT LYONNAIS, NEW YORK BRANCH

Name:

Title:

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CREDIT SUISSE FIRST BOSTON.
as Lender and Documentation Agent

Name: Title:

KHISTIH LEPKI ASSOCIATE

Name:

Nune: Title: BILL O'DALY VICE PRESIDENT

B1881

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Execution Copy

DRESDNER BANK AG, NEW YORK AND GRAND CAYMAN BRANCHES

By:____

Name:

Brian E. Haughney Assistant Vice President

By:_

Name:

Title:

Title:

BRIAN SCHNEIDER ASSISTANT VICE PRESIDENT

-33-

NY12527: 95794.10

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SENIOR DEBT PORTFOLIO

By: Boston Management and Research
as investment Advisor

Name:

Title:

VICE PRESIDENT

B1883

NY12527: 95794.10

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EATON VANCE SENIOR INCOME TRUST

By: Eaton Vance Management as Investment Advisor

Name:

Title:

VICE PRESIDENT

B1884

NY12527: 95794,10

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Case 1:06-cv-00147-JJF Document 30-3 Filed 06/14/2006 Page 36 of 75

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EATON VANCE INSTITUTIONAL SENIOR LOAN

FUND

By: E

Euton Vance Management

as Investment Advisor

VICE PRESIDENT

B1885

NY12527: 95794,10

TEL:212 635 8268

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Siemens ICN 01497

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EATON VANCE CDO III, LTD

ly: Eaton Vance Management as Investment Advisor

Name:

Title:

VICE PRESIDENT

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OXFORD STRATEGIC INCOME FUND

By:

Eaton Vance Management, as Investment Advisor

y:<u>//</u> Name

Title:

VICE PRESIDENT

B1887

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VARIABLE INSURANCE PRODUCTS FUND II: ASSET MANAGER: GROWTH PORTFOLIO

Name: Title:

CONTRACTOR STATES

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VARIABLE INSURANCE PRODUCTS FUND II: ASSET MANAGER PORTFOLIO

/ Name:

Title:

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FLEET NATIONAL BANK

Title: Vice President

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FRANKLIN FLOATING RATE FUND

By: Franklin Templeton Funds, as its Collateral Agent

By:_

Title:

hauncey Lufkin

- President

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FRANKLIN CLO I, LTD.

By: Franklin Templeton Funds, as its Collateral Agent

Name:

Title:

Chauncey Lufkin

Vice President

NY 12527; 95794.10

Siemens ICN 01504

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FRANKLIN FLOATING RATE MASTER SERIES

By: Franklin Templeton Funds, as its Collateral Agent

Name:

Title:

Chauncey Lufkin Vice President

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NY 12527: 95794.10

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GENERAL ELECTRIC CAPITAL CORPORATION

By:

Name: BRIAN P WARD

Title: MANAGER-OPERATIONS

Siemens ICN 01506

NY 12527: 95794.10

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HARCH CAPITAL

Ву:_

Name:

Tide: Michael E. Lewitt
AUTHORIZED SIGNATORY

Muhal & Kints

Execution Copy

ELF-FUNDING TRUST I

Highland Capital Management, as its Collateral

Manager

Name:

Title:

Todd Travers Senior Portfolio Manager

Execution Copy

SRV-HIGHLAND, INC.

Name:

Title:

ANN E. MORRIS ASST. VICE PRESIDENT

Execution Copy

PAM CAPITAL FUNDING LP

Highland Capital Management, as its Collateral

By: Name:

Title:

Todd Travers Senior Portfolio Manager

-50-

Execution Copy

HIGHLAND LEGACY LIMITED

By: Highland Capital Management, as its Collateral

Manager

By:

Name:

Title:

Todd Travers Senior Portfolio Manager

-51-

Execution Copy

PAMCO CAYMAN LTD.

Highland Capital Management, as its Collateral

Name:

Title:

Todd Travers Senior Portfolio Manager

-52-

Siemens ICN 01512

NY12527: 95794.10

Filed 06/14/2006 Page 52 of 75

NOV 30 '00 16:20 FR CREDIT OPERATIONS

914 765 6271 TO 912125583588

P.02

Confidential

Execution Copy

IBM CREDIT CORPORATION

Name: Thomas S. Curcio Tille: Manager of Cradit

B1901

Execution Copy

NEMEAN CLO, LTD.

BY: ING Capital Advisors LLC, as Investment Manager

Title:

VICE PRESIDENT &

SENIOR CREDIT ANALYST

Execution Copy

ARCHIMEDES FUNDING II, LTD.

BY: ING Capital Advisors LLC, as Collateral Manager

BY: _ Name:

Name: -

STEVEN GORÐKI VICE PRESIDENT &

SENIOR CREDIT ANALYST

Execution Copy

ARCHIMEDES FUNDING III, LTD.

BY: ING Capital Advisors LLC, as Collateral Manager

BY: _ Name: _ Title:

STEVEN GORSKI VICE PRESIDENT &

SENIOR CREDIT ANALYST

Case 1:06-cv-00147-JJF Document 30-3 Filed 06/14/2006 Page 56 of 75

NOV-30-2000 14:35

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1 212 735 4996 P.02/03

FROM

(NON) 11. 27'00 10:46/ST. 10:44/NO. 4863492159 P 3

Confidential.

Execution Copy

KZH ING-1 LLC

By:

By:____

Title:

Susan Lea Authorized Agent

-57-

Case 1:06-cv-00147-JJF Document 30-3 Filed 06/14/2006 Page 57 of 75

NOV-30-2000 14:35

WEIL, GOTSHAL & MANGES

1 212 735 4996 P.03/03

FROM

(MON) 11. 27' 00 10:46/ST. 10:44/NO. 4863492159 P 4

Confidential

Execution Copy

KZH ING-2 LLC

By:

Name:

Title:

Susan Lea

Authorized Agent

-58-

NY12527: 95794.10

Siemens ICN 01518

TOTAL P.03

Execution Copy

MORGAN GUARANTY TRUST COMPANY OF NEW YORK

By:_

Name: Title: OHN KOWALCZU VICE PRESIDENT

NY12527: 95794.10

50

Siemens ICN 01519

Execution Copy

MERITA-NORDBANKEN GROUP

Name: CHARLES J. LANSDOWN Title: Senior Vice President

Name Joseff A. CICCOLINI
Title Vice President

12527: 95794.10

Execution Copy

MERRILL LYNCH SENIOR FLOATING RATE FUND. INC.

Bv:

Name:

ANDREW CLIG

Title: AUTHORIZED SIGNATORY

NY12527: 95794,10

-61-

Siemens ICN 01521

Execution Copy

MERRILL LYNCH PRIME RATE PORTFOLIO

By: Merrill Lynch Investment Managers, L.P., as

Investment Advisor

Name:

Title:

ANDREW C. LIGGIO

AUTHORIZED SIGNATORY

-62-

NY12527 95794.10

Siemens ICN 01522

Case 1:06-cv-00147-JJF Document 30-3 Filed 06/14/2006 Page 62 of 75

Confidential

Execution Copy

MORGAN STANLEY DEAN WITTER PRIME INCOME TRUST

SA UCE PLEY DENT

NY 12527: 95794.10

Siemens ICN 01523

Execution Copy

HARBOURVIEW CDO II, LTD.

By: Oppenhelmer Funds, as its Collateral Manager

Name Title:

VICE PRESIDENT

NY12527: 95794,10

Execution Copy

OPPENHEIMER SENIOR FLOATING RATE FUND By: Oppenheimer Funds, as its Collateral Manager

Mame Title:

SCOTT FARRAR **VICE PRESIDENT**

NY12527: 95794.10

Siemens ICN 01525

Case 1:06-cv-00147-JJF Document 30-3 Filed 06/14/2006 Page 65 of 75

11/30/00 14:02 FAX 312 917 8032 :

JOHN NUVEEN & CO.

Ø 002

Confidential

Execution Copy

NUVEEN FLOATING RATE FUND

By: John Nuveen, as its Collateral Manager

Name:

Title:

Eileen T. Rives Managing Director

--

NY12527: 95794.10

Siemens ICN 01526

Case 1:06-cv-00147-JJF Document 30-3 Filed 06/14/2006 Page 66 of 75

11/30/00 14:02 FAX 312 917 8032

JOHN NUVEEN & CO.

@iooa.

Confidential

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NUVEEN SENIOR INCOME FUND

By: John Nuvcen, as its Collateral Manager

Name:

Title:

Eileen T. Rives Managing Director

NY12527: 95794.10

<u>-67-</u>

Siemens ICN 01527

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ROYAL BANK OF CANADA

Name: Title:

STEPHANIE BABICH

SENIOR MANAGER

NV12527: 95794.10

-68-

Execution Copy

SOCIETE GENERALE

Name:

Richard Knowlton, Director

Title:

NY 12527: 95794.10

-69-

Siemens ICN 01529

B1917

Execution Copy

STANFIELD CLO, LTD.

By: Stanfield Capital Partners LLC

as its Collateral Manager

By:__

Name: Title:

Gregory L. Smith

Partner

NY12527: 95794.10

-70-

Siemens ICN 01530

B1918

Execution Copy

STANFIELD/RMF TRANSATLANTIC CDO, LTD.

By: Stanfield Capital Partners LLC

as its Collateral Manager

Name:

Title: Gregory L. Smith

Partner

-71-

Execution Copy

SUMITOMO TRUST AND BANKING CO., LTD.

Title:

WCI Capital Corp.

Amendment: No.2 and New Lender Agreement

Execution Copy

TORONTO DOMINION (TEXAS), INC.

By:_

Name Carolyn R. Faeth Title: Vice President

B1921

NY12527: 95794.10

_73.

NOV. 30. 2000 5:17PM

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Confidential

Execution Copy.

UBS AG, STAMFORD BRANCH

Name:

Title:

Wilfred V. Saint Associate Director

Banking Products Services, US

Lennis B. Alfarone Addition Director Belling Products Services, US

NY 12327: 95794.10

-74

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Execution Copy

VAN KAMPEN PRIME RATE INCOME TRUST

Name:

Title:

NY12527: 95794.10

Siemens ICN 01535

B1923

Confidential

Execution Copy

VAN KAMPEN SENIOR INCOME TRUST

By: Van Kempen Investment Advisory Corp.

By:_

Name: Title: CVIN D. PIZA. Ē

LE PRESIDENT

-76-

Execution Copy

J.H. WHITNEY CASH FLOW FUND, L.P.

Title:

Name: Michael B. DeFlorio Managing Director

NY 12527: 95794.10

Execution Copy

WINDSOR LOAN FUNDING, LIMITED

Stanfield Capital Partners LLC as its Collateral Manager

Name:

Gregory L. Smith Title:

Partner

Execution Copy.

[Signature page to Amendment No. 2 and New Lender Agreement dated December 6, 2000]

SIEMENS FINANCIAL SERVICES, INC.

Execution Copy -

GUARANTORS:

WINSTAR BROADBAND ACQUISITION 2000, LLC

By:<u>(</u>

Name:

Title:

Kenneth J. Zinghini

Vice President and Secretary

Execution Copy-

Annex A

Form of Term Loan C Loan Request

NY12527: 95794.11

-79-

Siemens ICN 01541

B1929

Execution Copy

Exhibit 2.03(c)

Form of Term Loan C Loan Request

[Date]

The Bank of New York, as Administrative Agent One Wall Street New York, New York 10286

Attention:	

Term Loan C Loan Request

Ladies and Gentlemen:

Reference is made to the Revolving Credit and Term Loan Agreement, dated as of May 4, 2000 (as amended, amended and restated, supplemented or otherwise modified from time to time, the "Credit Agreement"), among Winstar Communications, Inc., a Delaware corporation (the "Parent"), WCI Capital Corp., a Delaware corporation (the "Borrower"), each of the entities listed on the signature pages the lander the heading "Guarantors" and the Additional Guarantors from time to time arties thereto, each of the Lenders from time to time parties thereto, The Bank of New York, as letter of credit issuer, administrative agent and collateral agent for the Lenders, Citicorp North America, Inc., as syndication agent for the Lenders, and CIBC World Markets Corp. and Credit Suisse First Boston, as documentation agents for the Lenders. Capitalized terms used herein and not otherwise defined herein shall have the meanings ascribed to such terms in the Credit Agreement.

The Borrower hereby gives you notice, pursuant to Section 2.03(c) of the Credit Agreement, that it requests Term Loan C Loans, and in that connection sets forth below the terms on which such Term Loan C Loans are requested to be made:

- (A) Borrowing Date [Must be a Business Day]

 (B) Aggregate Principal Amount \$200,000,000

 (C) Interest Rate Basis [ABR] [Eurodollar Loan]
- (D) Interest Period and the

	and the second second	Execution Co
	last day thereof*	
(E)	Applicable Margin	
		Very truly yours,
		WCI CAPITAL CORP.
	·	Ву:
		Name:

-81-

^{*} One, two, three or six months (or with consent of Lenders, nine or twelve months) in the case of Eurodollar Loans; not applicable to ABR Loans.

Execution Copy

Annex B

Form of Term Loan Note

Siemens ICN 01544

NY12527: 95794.11

-82-

Execution Copy.

Exhibit 11.01(d)-2

Form of Term Loan Note

PROMISSORY NOTE

[Principal Amount]

[Date]

WCI CAPITAL CORP., a Delaware corporation (the "Borrower"), for value received, hereby promises to pay to the order of [LENDER] (the "Lender"), at the office , in lawful money of the United States, the principal sum of [PRINCIPAL AMOUNT IN DOLLARS], in installments as follows due on each Term Loan [A] [B] [C] Scheduled Installment Date, as defined in the Credit Agreement (hereinafter defined), equal to the [percentages][amounts] set forth in Section 2.05[(b)][c][d] of the Credit Agreement.

This Note shall bear interest as set forth in the Credit Agreement for Term Loan [A] [B] [C]Loans. If interest or principal on the loan evidenced by this Note becomes due and payable on a day which is not a Business Day, as defined in the Credit * greement, the maturity thereof shall be extended and interest shall be payable there the rate specified in the Credit Agreement during such extension.

This Note is one of the Term Notes referred to in that certain Revolving Credit and Term Loan Agreement, dated as of May 4, 2000 (as amended, amended and restated, supplemented or otherwise modified from time to time, the "Credit Agreement"), among Winstar Communications, Inc., a Delaware corporation (the "Parent"), WCI Capital Corp., a Delaware corporation (the "Borrower"), each of the entities listed on the signature pages thereof under the heading "Guarantors" and the Additional Guarantors from time to time parties thereto, each of the Lenders from time to time parties thereto. The Bank of New York, as letter of credit issuer, administrative agent and collateral agent for the Lenders, Citicorp North America, Inc., as syndication agent for the Lenders, and CIBC World Markets Corp. and Credit Suisse First Boston, as documentation agents for the Lenders, and is subject to prepayment in whole or in part and its maturity is subject to acceleration upon the terms provided in the Credit Agreement.

THIS NOTE SHALL BE GOVERNED BY AND CONSTRUED IN ACCORDANCE WITH THE LAWS OF THE STATE OF NEW YORK.

This Note is not negotiable and interests herein may be assigned only upon the terms and conditions specified in the Credit Agreement.

All changes in interest determination on the Term Loan [A] [B] [C] Loan made pursuant to the Credit Agreement and all payments of principal hereof may be indicated by

-83-

Execution Copy

the Lender upon the grid attached hereto which is a part of this Note. Such notations shall be presumptive as to the aggregate unpaid principal and interest due under this Term Loan [A] [B] [C] Loan.

WCI CAPITAL CORP.

Ву:	
Name:	
Title:	

Execution Copy

TERM LOAN AND PRINCIPAL PAYMENTS

Aggregate Pri	ncipal Amount	of Term Loan [A] [B] [C] Lo	an:	\$		
Boπowing Da	ite:				.•		· · · .
Date	Interest Rate Basis	Interest Period (if applicable)	Amount of Principal Repaid		Amount of Unpaid Principal Balance	Total	Notation Made By
	[ABR] [Eurodollar]						
	-						
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Execution Copy

Annex C

Form of Assignment and Acceptance

Siemens ICN 01548

NY12527; 95794.11

-86-

Execution Copy

Exhibit 11.03(a)

Form of Assignment and Acceptance

ASSIGNMENT AND ACCEPTANCE

Reference is made to the Revolving Credit and Term Loan Agreement, dated as of May 4, 2000 as amended, amended and restated, supplemented or otherwise modified from time to time, the "Credit Igreement"), among Winstar Communications, Inc., a Delaware corporation (the "Parent"), WCI Capital Corp., Delaware corporation (the "Borrower"), each of the entities listed on the signature pages thereof under the eading "Guarantors" and the Additional Guarantors from time to time parties thereto, each of the Lenders from me to time parties thereto, The Bank of New York, as letter of credit issuer, administrative agent and collateral gent for the Lenders, Citicorp North America, Inc., as syndication agent for the Lenders, and CIBC World larkets Corp. and Credit Suisse First Boston, as documentation agents for the Lenders. Capitalized terms efined in the Credit Agreement are used herein with the same meanings.

- 1. The assignor identified below (the "Assignor") hereby sells and resigns, without recourse, to ne assignee identified below (the "Assignee"), and the Assignee hereby purchases summes, without ecourse, from the Assignor, effective as of the Assignment Date (as defined herein orth below, the interests at forth below (the "Assigned Interest") in the Assignor's rights and obligations under the Credit Agreement and the other Credit Documents, including, without limitation, the interests set forth below in (i) the ommitments of the Assignor on the Assignment Date, (ii) the Loans (and any accrued interest thereon) owing the Assignor which are outstanding on the Assignment Date and (iii) any other amounts owing to each such ssignor under the Credit Agreement on the Assignment Date. The Assignee hereby acknowledges receipt of a ppy of the Credit Agreement. From and after the Assignment Date (i) the Assignee shall be a party to and be pund by the provisions of the Credit Agreement and, to the extent of the interests assigned by this Assignment and Acceptance, have the rights and obligations of a Lender thereunder and under the Credit Documents and (ii) e Assignor shall, to the extent of the interests assigned by this Assignment and Acceptance, relinquish its rights and be released from its obligations under the Credit Agreement.
- 2. This Assignment and Acceptance is being delivered to the Administrative Agent together ith (i) if the Assignee is a Foreign Lender, any forms of the type described in Section 4.04(a) of the Credit greement, duly completed and executed by such Assignee, (ii) if the Assignee is not already a Lender under the redit Agreement, an Administrative Questionnaire and (iii) if required under the Credit Agreement, a ocessing and recordation fee of \$3,500.
- 3. THIS ASSIGNMENT AND ACCEPTANCE SHALL BE GOVERNED BY AND ONSTRUED IN ACCORDANCE WITH THE LAWS OF THE STATE OF NEW YORK.

Execution Copy

Date of Assignment and Acceptance:

Legal Name of Assignor:

Legal Name of Assignee:

Assignee's Address for Notices:

Effective Date of Assignment and Acceptance (the "Assignment Date")2:

	Percentage of Total <u>Commitment Assigned</u>
Revolving Credit Commitment	%
Term Loan A Commitment	%
Term Loan B Commitment	%:
Term Loan C Commitment	%

	Principal Assigned	
Revolving Credit Loans	\$	
Term Loan A Loans	\$	
Term Loan B Loans	\$	
Term Loan C Loans	\$	

^{*} May not be fewer than two Business Days after the date of the Assignment and Acceptance.

^{**} Set forth, to at least 8 decimals, as a percentage of the Total Commitment.

Execution Copy

IN WITNESS WHEREOF, the parties hereto have caused this Assignment and Acceptance to be executed by their respective officers thereunto duly authorized, as of the date first above written.

, as Assignor	, as Assignee
1	
Ву:	Ву:
Name: Title:	Name: Title:
onsent given:-	
WINSTAR COMMUNICATIONS, INC.	[ADMINISTRATIVE AGENT]
Ву:	Ву:
Name: Title:	Name: Title:
WCI CAPITAL CORP.	[L/C ISSUER]
By: Name: Title:	By: Name: Title:

Execution Copy

Annex D

Schedule 1.01(c)-I Lenders and Commitment

Siemens ICN 01552

NY12527: 95794,11

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Lender	Address for Notices	Revolving Credit Commitment	Term Loan A Commitment	Term Loan B Commitment	Term Loan C Commitment	Total
The Bank of New York	One Wall Street New York, NY 10286	\$25,000,000.00		\$101,562,500.00		\$157,812,500.00
CIBC Inc.	425 Lexington Avenue New York, NY 10017	\$25,000,000.00	\$25,000,000.00	\$101,562,500.00		\$157,812,500.00
Citicorp North America, Inc.	390 Greenwich Street, 1st Floor New York, NY 10013	\$25,000,000.00	\$25,000,000.00 \$31,250,000.00	\$101,562,500.00		\$157,812,500.00
Credit Suisse First Boston	11 Madison Avenue New York, NY 10010	\$25,000,000.00	\$31,250,000.00	\$106,562,500.00		\$162,812,500.00
ABN AMRO Bank N.V.	500 Park Avenue, 2nd Floor New York, NY 10022	\$18,888,888.89	\$23,611,111,11	1.		\$42,500,000.00
Bank of Nova Scotia	One Liberty Plaza New York, NY 10006	\$18,888,888.89	\$23,611,111.11			\$42,500,000.00

Commitments as of the Effective Date, or in the case of the Term Loan C Commitment, the Term Loan C Effective Date.

Siemens ICN 01554

\$42,500,000.00		ŧ	\$23,611,111.11	\$18,888,888.89	1221 Avenue of the Americas New York: NY 10020	Societé Générale
					900 Broken Sound Parkway NW (A-5) Boca Raton, FL 33487	
-		-			200 Somerset Corporate Blvd. Bridgewater, NJ 08807-2843 Attention: Robert Knapp Other Notices:	Inc.
00 000 000 000	80 000 000 000	-			Borrowing Notices:	Siemens Financial Services
\$42,500,000.00		1	\$23,611,111.11	\$18,888,888,89	One Liberty Plaza, Fifth Fidor New York, NY 10006-1404	Royal Bank of Canada
\$42,500,000.00		•	\$23,611,111,11	\$18,888,888.89	60 Wall Street New York, NY 10260-0060 Attention: John Kowalczuk	Morgan Guaranty Trust Company of New York
\$42,500,000.00		:	\$23,611,111.11	\$18,888,888.89	100 Federal Street Mail Code: MADE10008H Boston, MA 02110	Fleet National Bank
\$42,500,000.00			11.111,113,622	\$18,888,888.89	75 Wall Street New York, NY 10005-2889	Dresdner Bank AG, New York and Grand Cayman Branches
\$52,500,000.00		00.000,000,018	\$23,611,111.11	\$18,888,888.89	1301 Avenue of the Americas New York, NY 10019	Credit Lyonnais New York Branch
 \$52,500,000.00	·	\$10,000,000.00	523,611,111.11	\$18,888,888.89	Borrowing Notices: 222 Broadway New York, NY 10038 Attention: Jackle Brown Other Notices: 388 Market Street, Suite 1700 San Francisco, CA 94111	Barclays Bank PLC
Total Commitment	Term Loan C Commitment	Term Loan B Commitment	Term Loan A Commitment	Revolving Credit Commitment	Address for Notices	Lender

NY12527: 95794,1

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Lender	Address for Notices	Revolving Credit Commitment	Term Loan A Commitment	Term Loan B Commitment	Term Loan C Commitment	Total Commitment
Toronto Dominion (Texas), Inc.	909 Fannin Street, 19th Floor Houston, TX 77010	\$18,888,888.89	\$23,611,111.11	\$2,250,000.00		\$45,000,000.00
IBM Credit Corporation	North Castle Drive Armonk, NY 10504	11.111,111,118	\$11,111,111,111	:=		\$25,000,000.00
Merrill Lynch Senior Floating . Rate Fund, Inc.	800 Scudders Mill Road Plainsboro, NJ 08536	‡		\$16,500,000.00		\$16,500,000.00
Van Kampen Prime Rate Income Trust	One Parkview Plaza, 5th Ploor Oakbrook Terrace, IL, 60181		1	\$12,500,000.00		\$12,500,000.00
Van Kampen Senior Income Trust	One Parkview Plaza, 5th Floor Oakbrook Terrace, IL, 60181	1	a.	\$12,500,000.00		\$12,500,000.0

NY12527: 95794.11

			<u></u>	WDIT &	Total Price	\$606,300.00	\$606,300.00	\$1,489,950.00	\$1,489,950.00	\$211,226.75	\$264,884.48	\$6,095,193.00		10,763,804.23		00.	10,763,804.23		573–573 INFOICES ARE PAYABLE IN U.S. CURRENCY AND OVERDUE AMOUNT SEALL BEAR INTEREST AT A REASONALDE RATE OR IS	Subject to late payment charges per Agreement remarks:	ORIGINAL
		100109636	FOB		_	\$606	\$606	\$1,489	\$1,489	\$211	\$264	\$60.09\$		\$ 10,763			\$ 10,763,		DICES ARE OVERDUE EREST AT A	JECT TO LA	ο
	ER102926 03/21/01	ਜ ਜ	04/20/01 -	<u> </u>	P.W	u.	ш	ш	ш	w	ш	ш		<u></u>		fi Fi		SHULTZ	573-57 184 184 184 184 184 184 184 184 184 184	AGE	MAILE
		Number nber			Unit Price	\$3,225.00	\$3,225.00	\$3,225,00	\$3,225.00	\$526.75	\$295.63	\$4,688.61		Sub Total	Less Advance Payment	Transportation Tex	Total Due	it DIANE	(404)		PAYMENTS SHOULD BE MAILED TO ADDIVE BY THE MIC DATE
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INVOICE	WINSTAR WIRELESS D: ATTM: SOPHIA REMALDS 2545 HORSE PEN ROAD C-1483 1ST FLOOR	HERNDON	Customer Code	NMY702 (Y7)	Part Number Description	1-1 ODU DS3 BAND 4, 29049	2-1.0DU DS3 BAKO 2, 29046	3-1 ODU DS3 BAND 3, 29048	4-1 ODU DS3 BAND 1, 29044	S-1 ANTENNA 2FT ANDREW	6-1 ANTENNA 1FT ANDREW	7-1 P-COM DS3 IDU SNMP 29503	CONTINUED ON NEXT PAGE		-return this portion with payment	WINSTAR WIRELESS ATTH: SOPHIA RENALDS 2545 HORSE PEN ROAD	HERNDON	National Section of Contract to Translation Contract to the Contract of Contract to Contra	N/A	Ä	N/A
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LUCENT TECHNOLOGIES, INC. P.O. BOX 100317 ATLANTA, GA 30384-0317 ATTN: ACCOUNTS RECEIVABLE	MINSTAR 401 PECADER DR SUITE P PROJECT E40412TE	IRK	# 0	WYF1-000005249	Ship	03/20/01	03/20/01	03/20/01	03/20/01	03/20/01	03/20/01	03/20/01				ES, INC. 84-0317		18. 18. 18. 18.	3-32 - 101 9636	W. 2	
11	Ship To: 401 Suit PROJ	NEWARK	Customer P.O.#	HVF1-	Lucent Order	£404121E	£40412TE	E40412TE	E40412TE	E404127E	£40412TE	E40412TE				LUCENT TECHNOLOGIES, INC. P.O. BOX 100317 ATLANTA, GA 30384-0317 ATTA: ACCOUNTS PECET-WARLE		Statement (1) to 1871 1872 1884 Statement Statement (1) St	100109636	will be Amount Past Due ? Coll. Bushing	м/я
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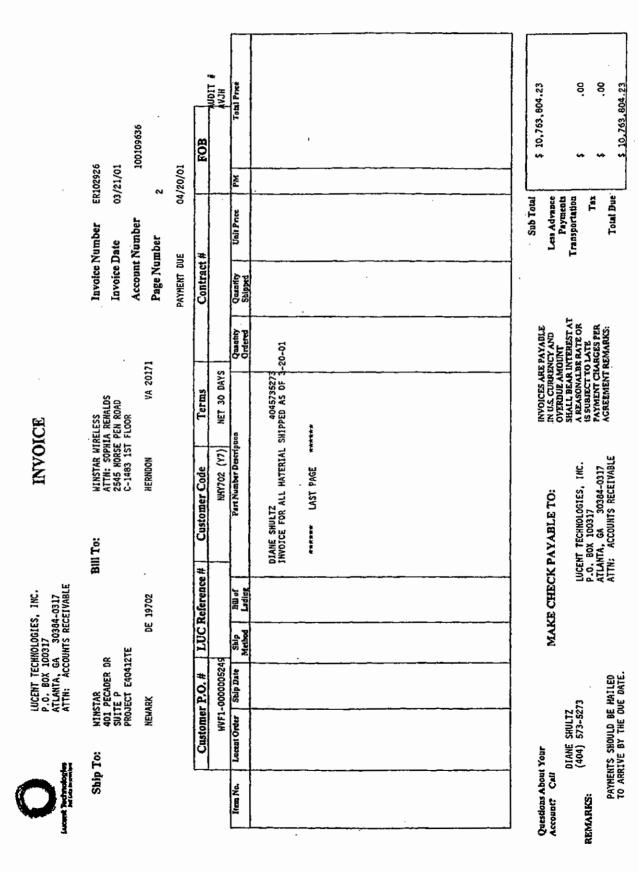
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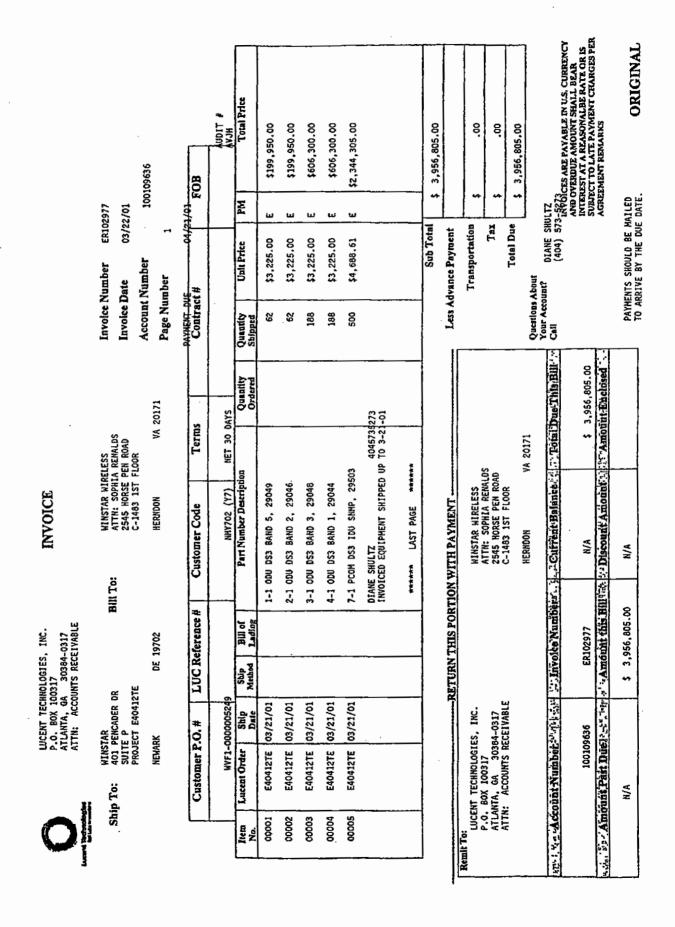
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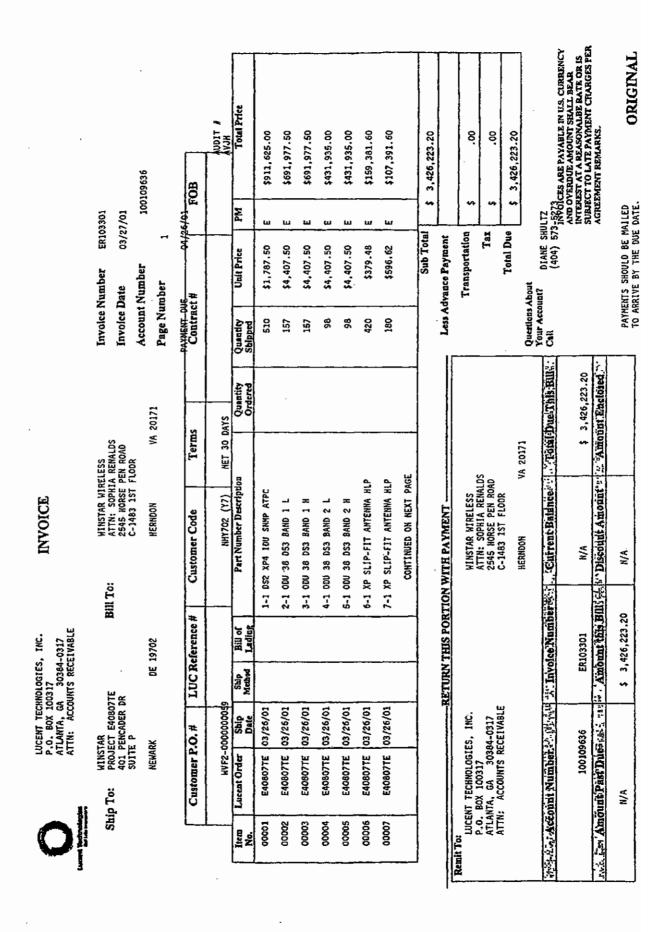
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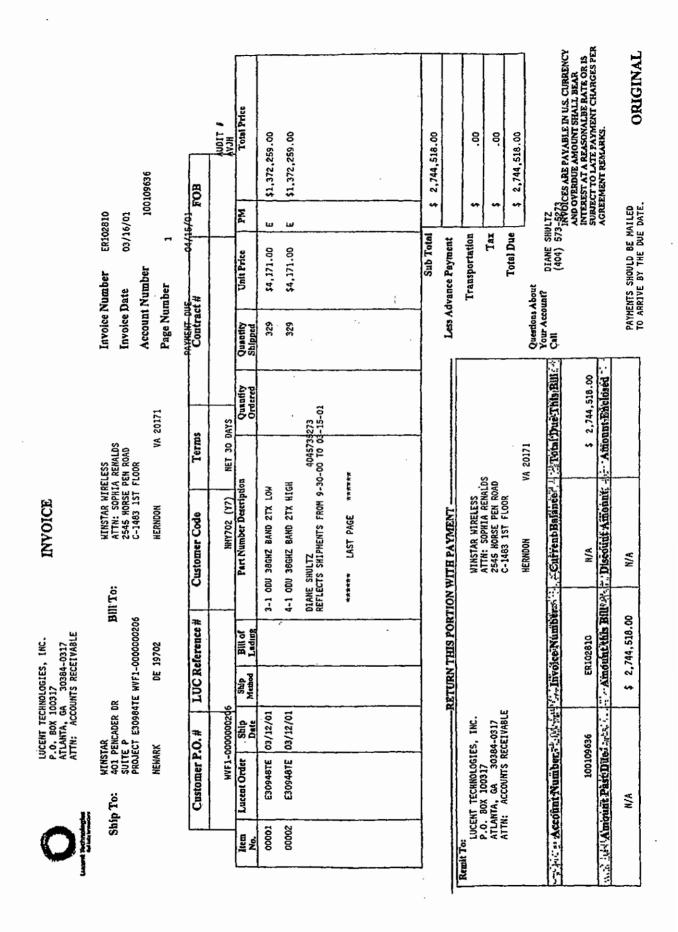
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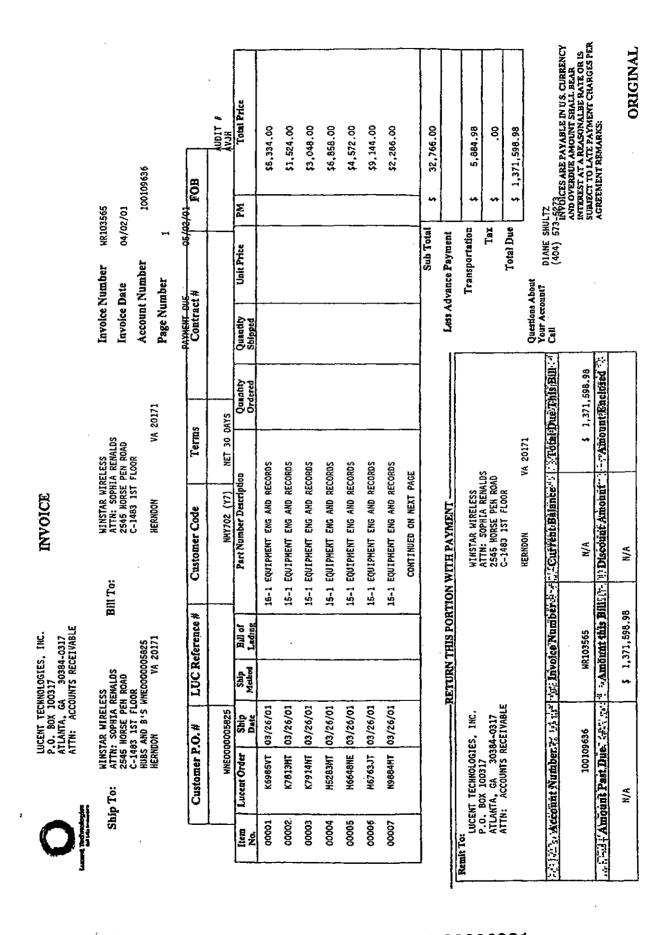






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13. INC. INVOICE 4-0317 CEIVABLE Bill To: WINSTAR WIRELESS ATTN: SOPHTA REMALDS 2545 HORSE PEN ROAD C-1483 IST FLOOR C-1483 IST FLOOR LENDON VA 20171				Outenty		_					-					_		PAYABLE CY AND	IUNT TEREST AT E RATE OR LATE RGES PER EMARKS.
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		Customer Code	HMY702 (Y7)	Part Number Description	14-1 HISC HATERIAL	14-1 MISC HATERIAL	14-1 HISC MATERIAL	14-1 MISC MATERIAL	14-1 MISC MATERIAL	MISC MATERIAL	MISC HATERIAL	14-1 MISC MATERIAL	14-1 MISC MATERIAL	14-1 MISC MATERIAL	HISC MATERIAL	14-1 MISC MATERIAL	CONTINUED ON NEXT PAGE	MAKE CHECK PAYABLE TO:	LUCENT TECHNOLOGIES, INC. P.O. 80X 100317 ATLANTA, GA 30384-0317 ATTN: ACCOUNTS RECEIVABLE
	WINSTAR WIRELESS ATTN: SOPHIA RENALDS 2545 HORRE PEH: ROAD C-1483 1ST FLOOR HUBS AND B'S WREDODODD5025 HERNDOM	Reference #		Bill of Lading														CE CHECK I	LUCE P.0. ATLAR ATTR
HNOLOGIE DO317 A 3038 DUNTS RE	ESS RENALDS N. ROAD OOR ANEOGOOC V. V.	LUC Refe		Ship														MAF	
LUCENT TECHNOLOGIES, INC. P.O. BOX 100317 ATLANTA, GA 30384-0317 ATTN: ACCOUNTS RECEIVABLE	AR WIREL SOPHIA HORSE PE 33 1ST FU AND 8'S	P.O.#	WHE0000005825	Ship Date	03/26/03	03/26/01	03/26/01	03/26/01	03/26/01	03/26/01	03/26/01	03/26/01	03/26/01	03/26/01	03/26/0	03/26/01			m
		Customer P.O. #	WHEOOC	Lucent Order	D14559NE	D59200MA	D61272HA	D61286MA	D61287MA	D61289MA	D61290HA	D61291HA	D61292HA	D61293MA	D61294MA	D61578VA		Your	DIANE SHULTZ (404) 573–5273
O	Ship To:		L	Item No.	80000	60000	000010	11000	00012	00013	00014	00015	00016	. 00017	00018	000019		Questions About Your Account? Call	BEMARKS: (

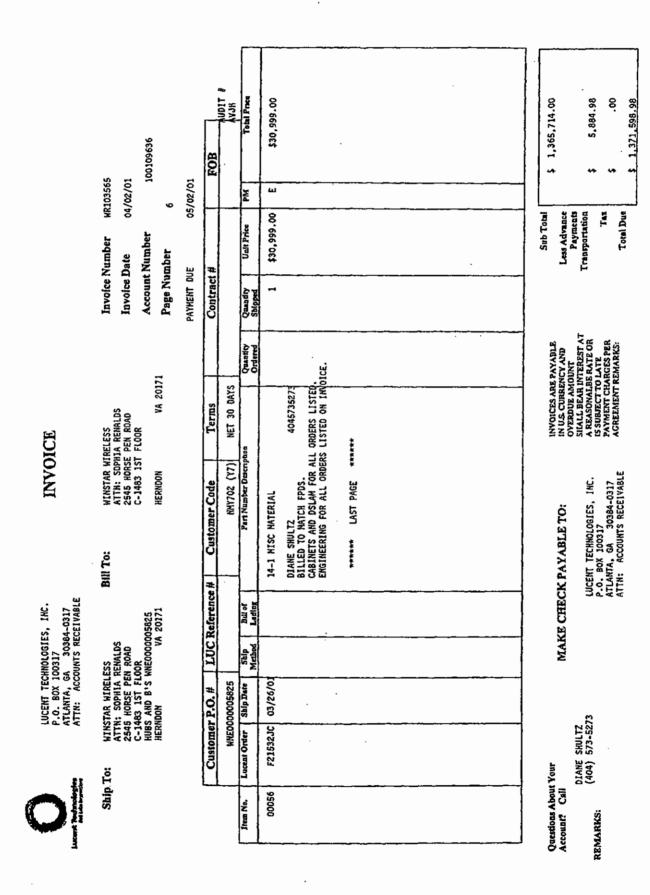
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Luce	Luccat Order	Ship Date	Ship	Bill of Lading	Part Number Description	thop	Ordered	Shipped	Unit Price	¥	Total Price
02000	D61579VA	03/26/03			14-1 MISC HATERIAL			1	\$30,999.00	ш	\$30,999.00
00021 DE	D61580VA	03/26/03			14-1 HISC MATERIAL			-	\$30,999.00	ш	\$30,999.00
22000	061581VA	03/26/03			14-1 MISC MATERIAL	,			\$30,999.00	ш	\$30,999.00
00023 DE	D61582VA	03/26/01			14-1 HISC MATERIAL	-			\$30,999.00	ш	\$30,999.00
00024 Dt	D61956VA	03/26/01			14-1 MISC MATERIAL			-	\$30,999.00	ш	\$30,999.00
00025 Dt	D61960VA	03/26/01			14-1 MISC MATERIAL			-	\$30,999.00	lat.	\$30,999.00
00026 01	D62220MA	03/26/01			14-1 MISC HATERIAL			-	\$30,999.00	ш	\$30,999.00
00027 Dt	D62220MA	03/26/03			TRANSPORTATION						\$394.83
00028	062221HA	03/26/03			14-1 MISC MATERIAL			-	\$30,999.00	w	\$30,999.00
62000	D62221MA	03/26/03			TRANSPORTATION						\$994.83
00000	D62222MA	03/26/03			14-1 MISC MATERIAL			r-1	00-666'08\$	ST.	\$30,999.00
00031 D	D62222MA	03/26/03			TRANSPORTATION						\$994.83
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DIANE (404)	DIANE SHULTZ (404) 573-5273	m·		37.	LUCENT TECHNOLOGIES, INC. P.O. BOX 100317	OVERDUE AMOUNT SHALL BEAR INTERESTAT A REASONALDE RATE OR IS SUBJECT TO LATE PAYMENT CHARCES PER	DUNT NTEREST AT E RATE OR LATE		Paymeats Transportation Tax		\$ 5,884,98
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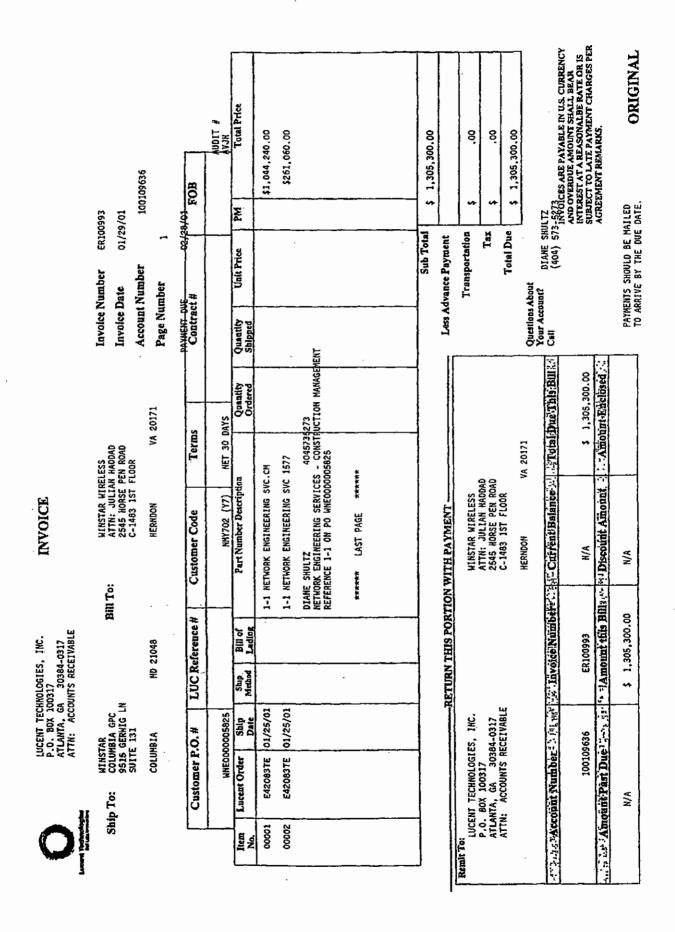
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	Customer P.O. #	P.O.#	LUCR	Reference #	4 Customer Code	Terms		Contract #	#		FOB
	WNEDO	WNE0000005825			(Y) XHY702 (Y7)						HON!
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26000	D62224MA	03/26/01			14-1 HISC HATERIAL			1	\$30,999.00	ш	\$30,999.00
00033	D62224MA	03/26/01			TRANSPORTATION						\$994.83
96000	E14560NE	03/26/01			14-1 MISC MATERIAL		_		\$30,999.00	- W	\$30,999.00
90003	E15028NE	03/26/01			14-1 MISC MATERIAL			-	\$30,999.00	<u> </u>	\$30,999.00
95000	E15029NE	03/26/01			14-1 HISC MATERIAL	_		-	\$30,999.00	<u> </u>	\$30,999,00
00037	E16689NE	03/26/01			14-1 MISC MATERIAL			п	00.666,06\$	ш	00.666.06\$
96000	E16690NE	03/26/01			14-1 MISC MATERIAL			-	\$30,999.00	ш	\$30,999.00
66000	E16693NE	03/26/03			14-1 MISC MATERIAL			-	\$30,999.00	<u></u>	\$30,999.00
00040	E16694NE	03/26/03			14-1 MISC HATERIAL			~	\$30,999.00	ш —	\$30,999.00
00041	E17.132NE	03/26/03		<u> </u>	. 14-1 MISC MATERIAL			н	\$30,999.00	<u></u>	\$30,999.00
00042	E17112NE	03/26/03			TRANSPORTATION	•					\$952.83
00043	E17113NE	03/26/03		•	14-1 MISC HATERIAL		 -	п	\$30,999.00	<u> </u>	\$30,999.00
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01A (404	DIANE SHULTZ (404) 573-5273	g.		P.6	LUCENT TECHNOLOGIES, INC. P.O. BOX 100317 ATLANTA, GA 30384-0317	OVERDUE AMBOUNT SHALL, BEAR INTEREST AT A REASONALBE RATE OR IS SUBJECT TO LATE PAYMENT CHARGES PER AGREEMENT RYMARKS:	NTEREST AT REATE OR LATE REGES PER		Payments Transportation Tax		\$ 5,884.98
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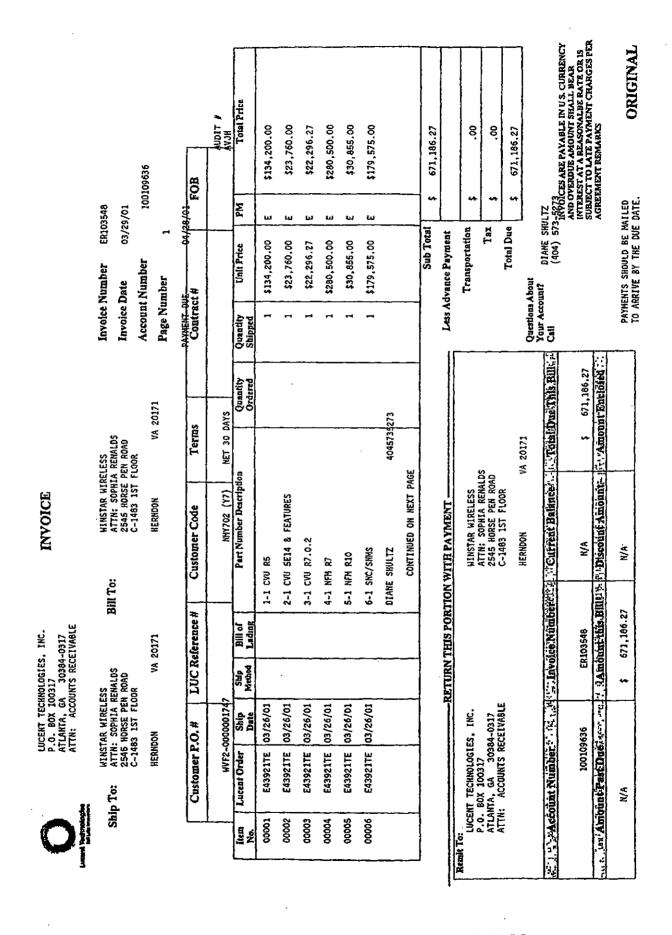
Case 1:06-cv-00147-JJF	Document 30-4	Filed 06/14/2006	Page 30 of 75

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			_	AUDIT *	Total Poloe	\$952.83	\$30,999.00	\$30,999.00	\$30,999.00	\$30,999.00	\$30,999.00	00.999,00	00'666'0£\$	\$30,999.00	00.666.06\$	\$30,999.00	\$30,999.00		715.00	5,884.98
	5 1 100109636		FOB		F	•	\$30	\$30	\$30	\$30	\$30	,063	\$30	1005	\$30	\$30	\$30		\$ 1,334,715.00	\$ 5,884.98
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	er ber	ber			Unit Price		\$30,999.00	\$30,999.00	\$30,999.00	\$30,999.00	\$30,999.00	\$30,999.00	\$30,999.00	\$30,999.00	\$30,999.00	\$30,999.00	\$30,999.00		Sub Total Less Advance	raymens Transportation Tax
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INVOICE	Bill To: WINSTAR WI AITN: SOPH 2545 HORSE C-1483 IST HERNDOM		Customer Code	(TY) WHY702 (Y7)	Part Number Description	TRANSPORTATION	14-1 MISC MATERIAL	14-1 MISC MATERIAL	14-1 MISC MATERIAL	14-1 MISC MATERIAL	14-1 MISC HATERIAL	14-1 MISC MATERIAL	14-1 MISC MATERIAL	14-1 MISC HATERIAL	14-1 MISC MATERIAL	14-1 MISC MATERIAL	14-1 MISC MATERIAL	CONTINUED ON NEXT PAGE	MAKE CHECK PAYABLE TO:	LUCENT TECHNOLOGIES, INC. P.O. BOX 100317 ATLANTA, GA 30344-0317 ATTH: ACCOUNTS RECEIVABLE
TECHNOLOGIES, INC. OX 100317 A, GA 30384-D317 ACCOUNTS RECEIVABLE			Reference #		Bul of Ledlog														CE CHECK!	LUCENT P.O. B ATLANT ATTN:
YOLOGIE 1317 3038 Ints Re	SS ENALDS ROAD DR VEDOOOD	•	LUC		Ship		•												MAF	
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_a. ≪ ≪			Customer P.O. #	MNEOO	Lucent Order	E17113NE	F21518JC	F21519JC	F21520JC	F21521JC	F21522JC	F21523JC	F215243C	F21525JC	F21526JC	F21528JC	F21529JC		Your	DIANE SHULTZ (404) 573-5273
	Ship To:		<u></u>	J	Item No.	00044	00045	00046	00047	00048	00049	05000	00051	00052	00063	00054	90000		Questions About Your Account? Cell	D: (4

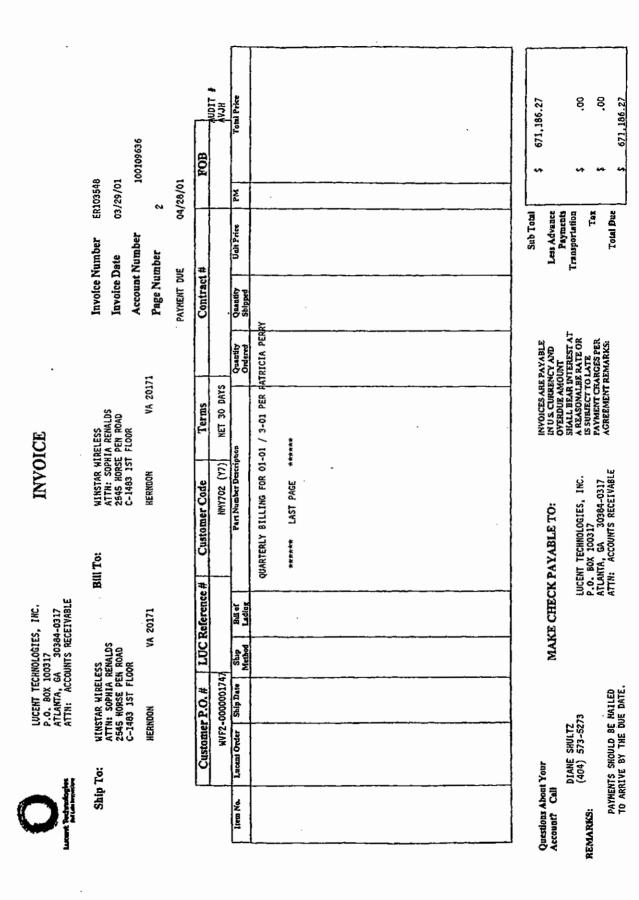


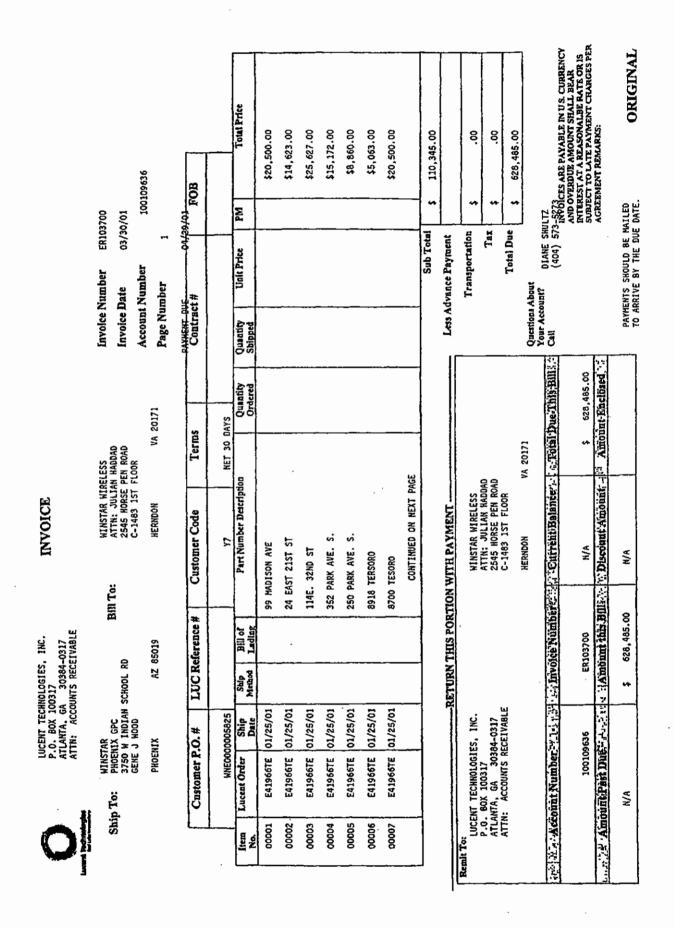


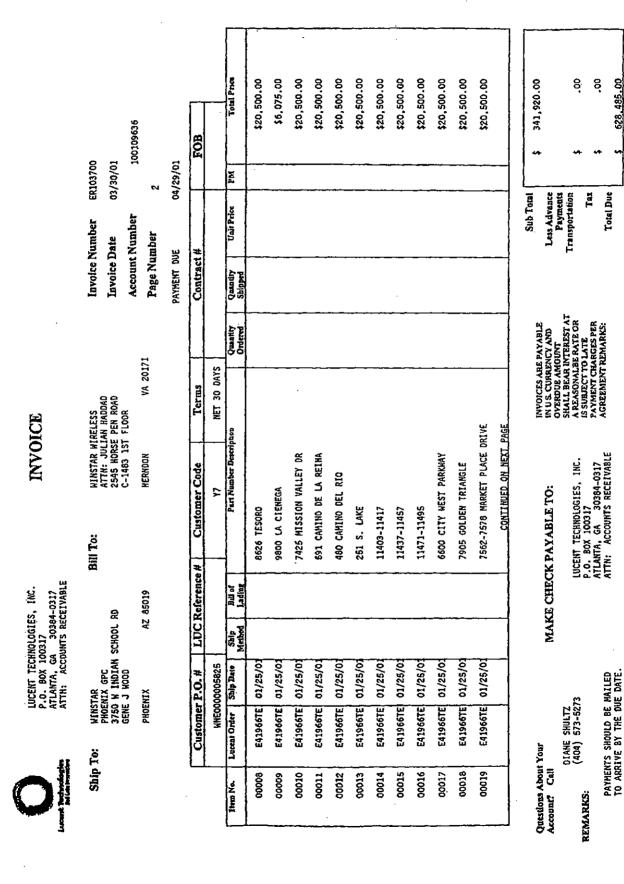




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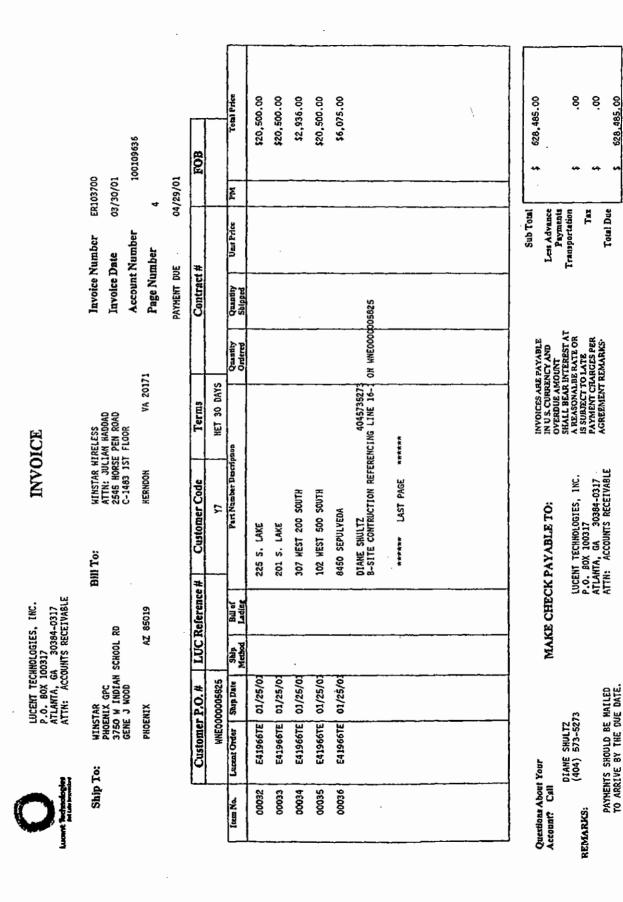
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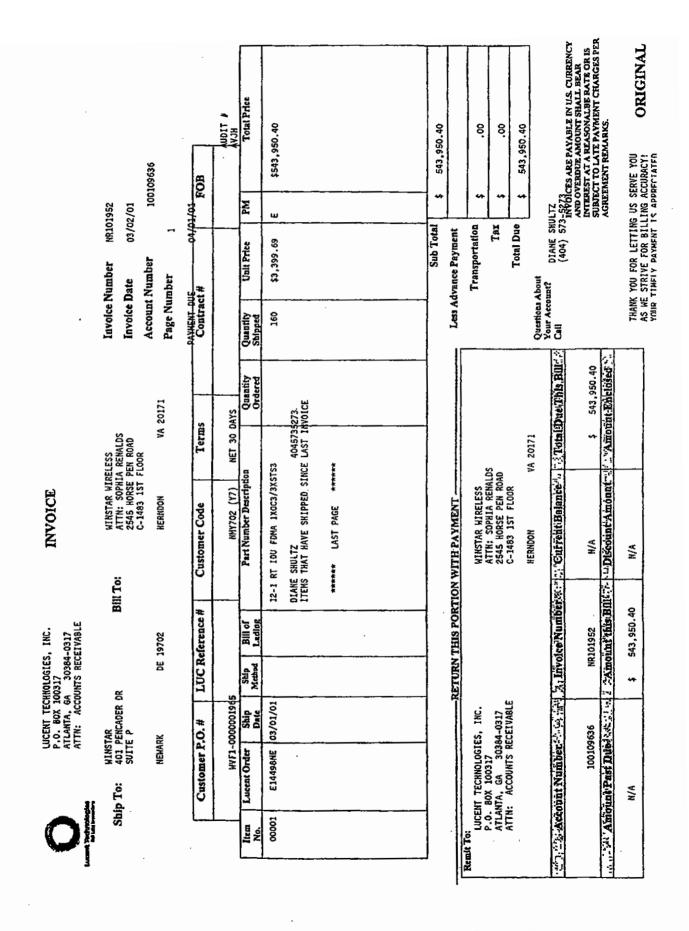
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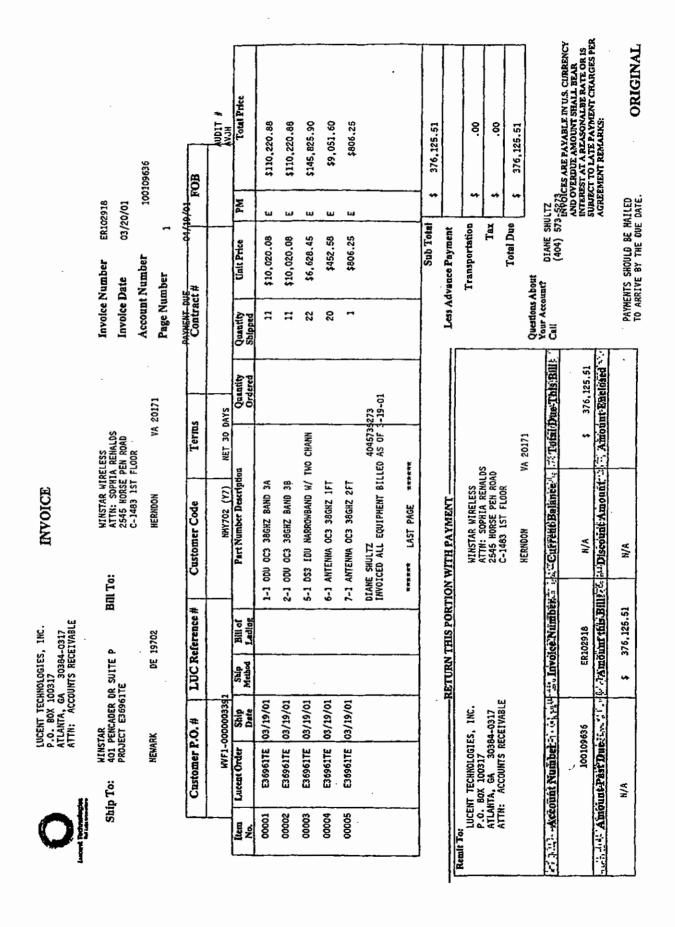
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Ship Bate Ship Pate Part Number Descriptors Quantity Gall Price PM	屋	0000005825				1,1	NET 30 DAYS						
01/25/02 7567-7583 MARKET PLACE DRIVE 01/25/01 7901 FLYING CLOUD DR 01/25/01 9625 WEST 76TH STREET 01/25/01 9675 WEST 76TH STREET 01/25/01 2031 W. ALAMEDA 01/25/01 245 S LOS ROBLES 01/25/01 299 EUCLID 01/25/01 200 S. LOS ROBLES 01/25/01 600 S. LAKE 01/25/01 655 S. LAKE 01/25/01 283 S. LAKE 01/25/01 283 S. LAKE	Lucent Order		Ship	Bill of Ledion		Part Number Descri	ptron	Quantity	Quantity	Upli Price	¥å	Tota	I Price
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MAKE CHECK PAYABLE TO: IN U.S. CURRENCY AND Leas Advance OVERDUE AMOUNT Payments	OTANE SHULTZ (404) 573-5273	273		3	ICENT TECH	LUCENT TECHNOLOGIES, INC.	SHALL BEAR II A REASONALBI	VTEREST AT E RATE OR		Transportation	E		8

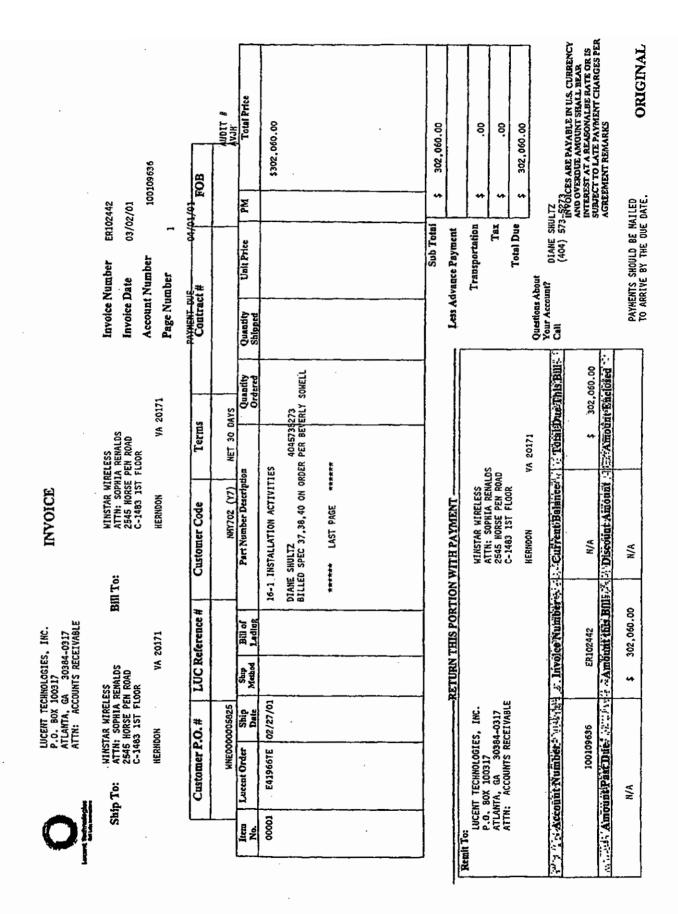
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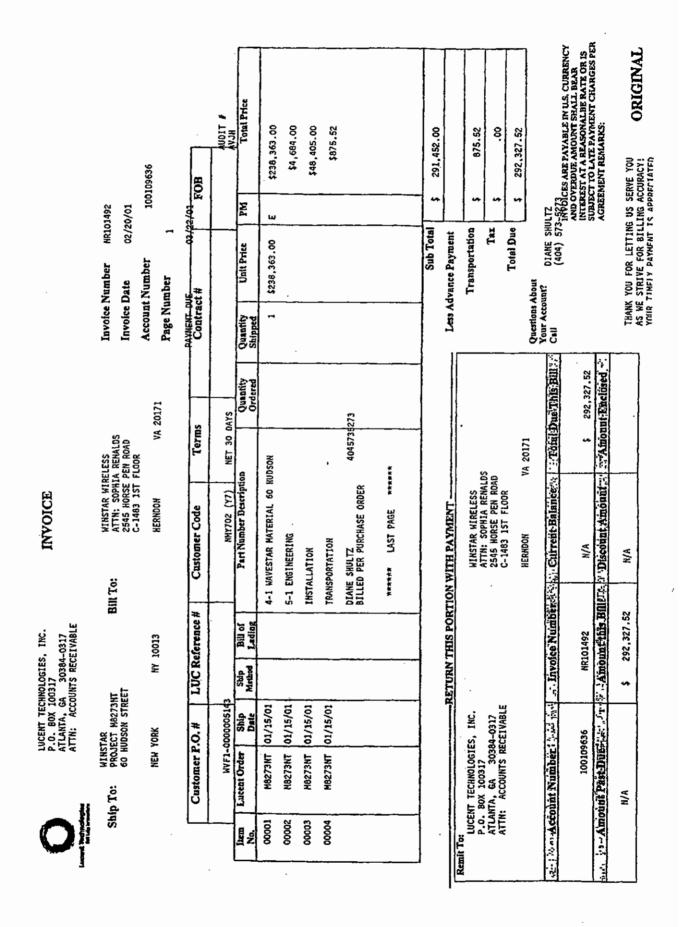


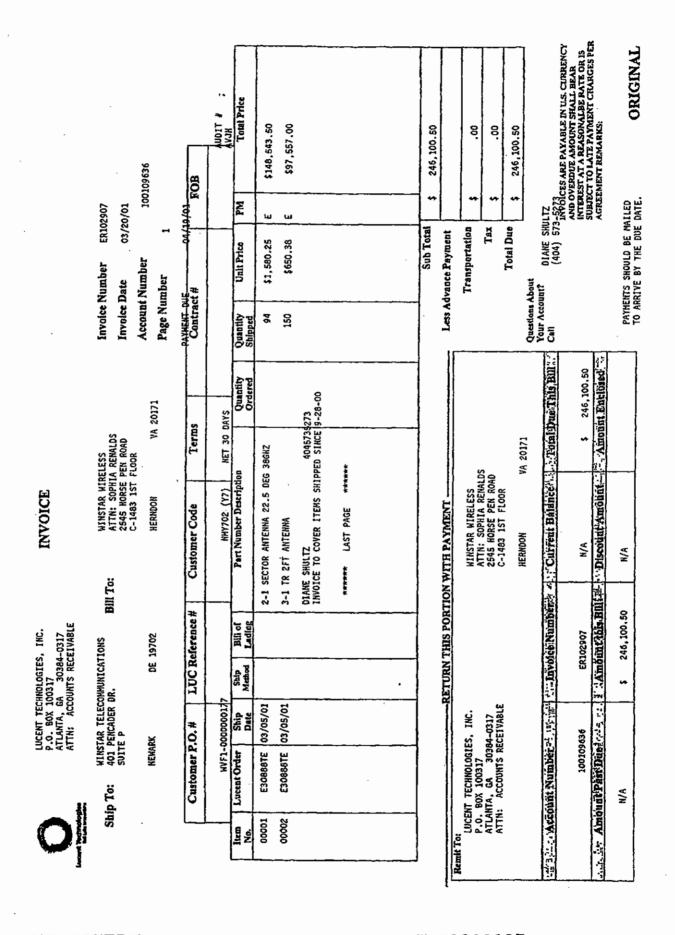


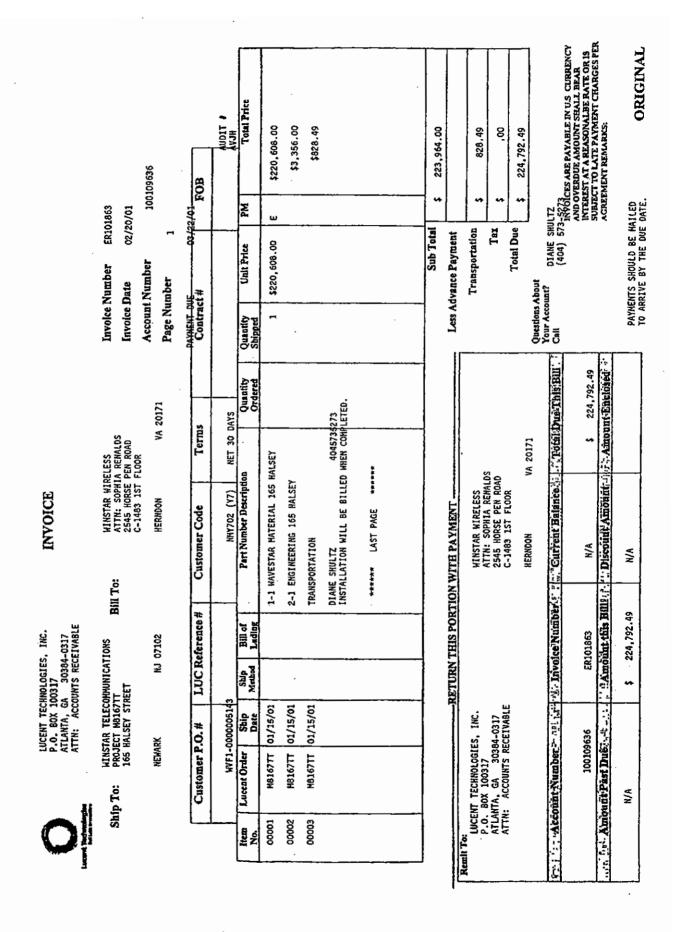


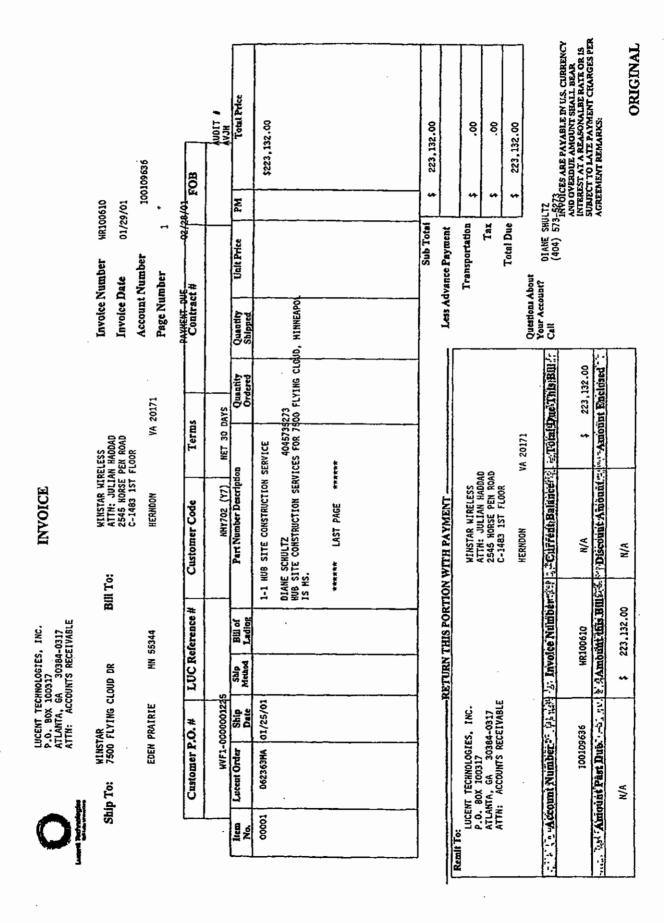


Case 1:06-cv-00147-JJF



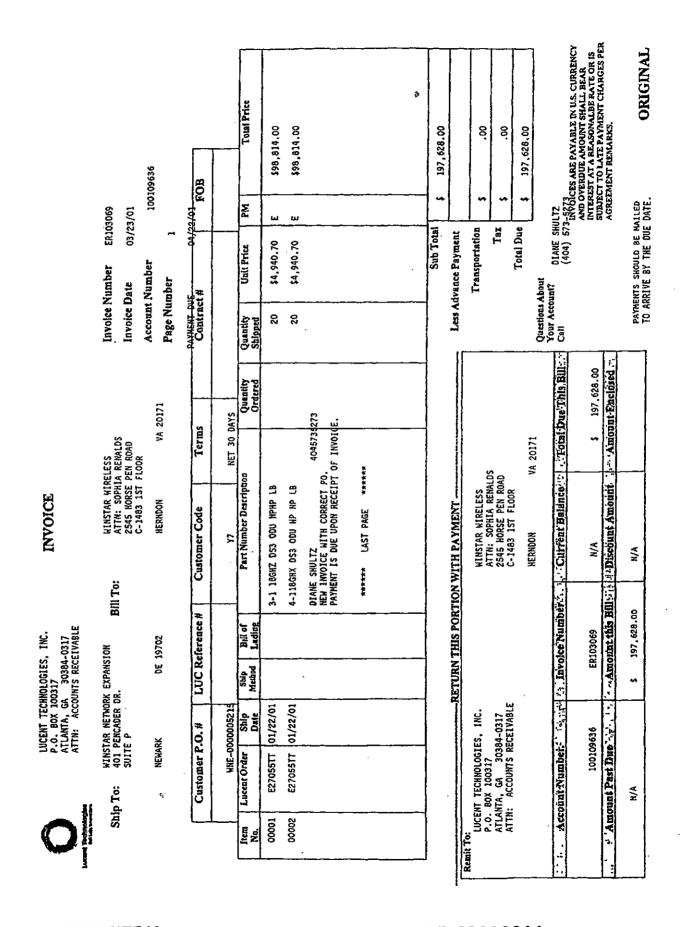


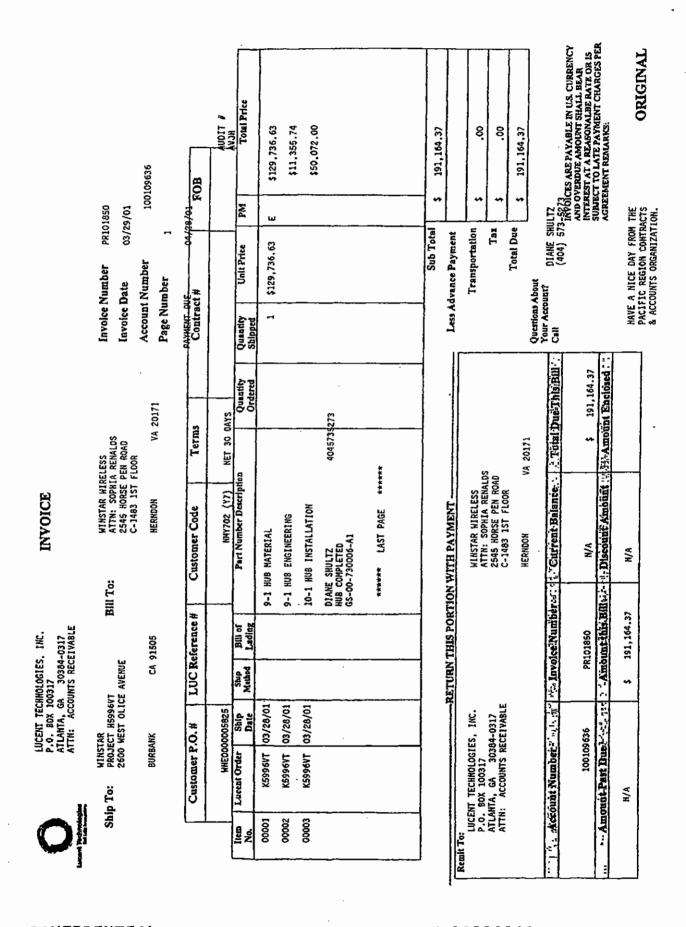


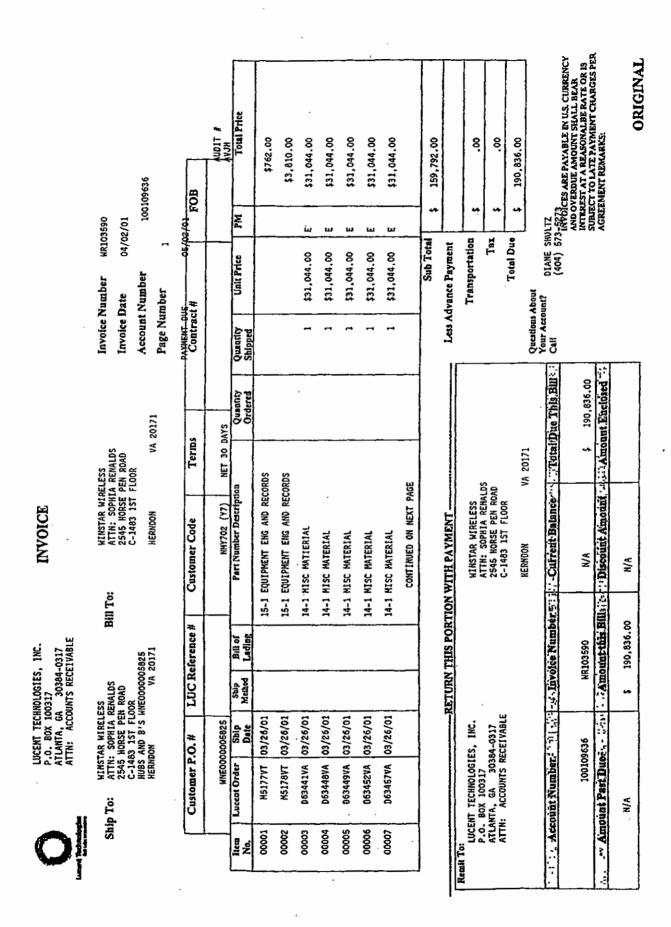


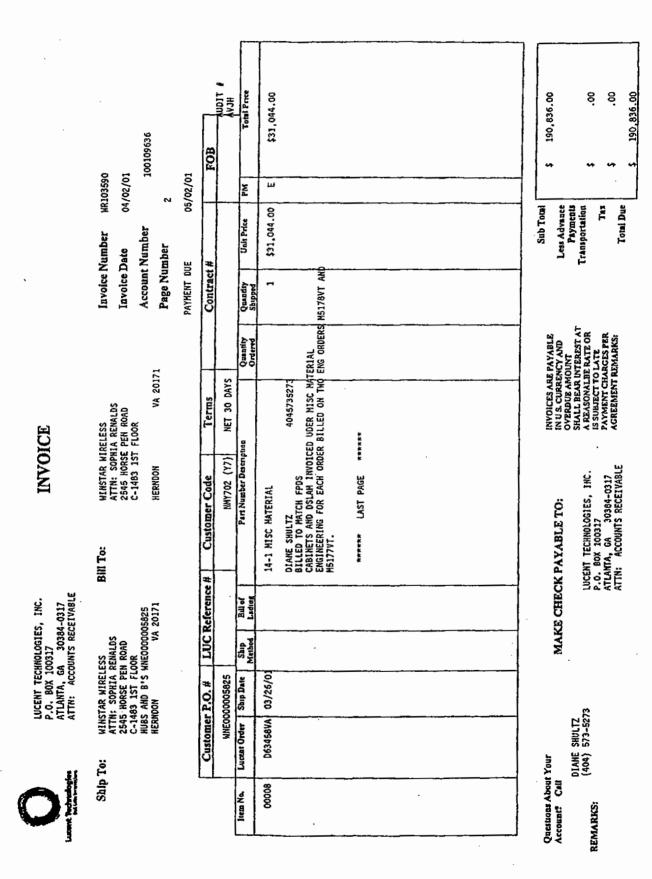
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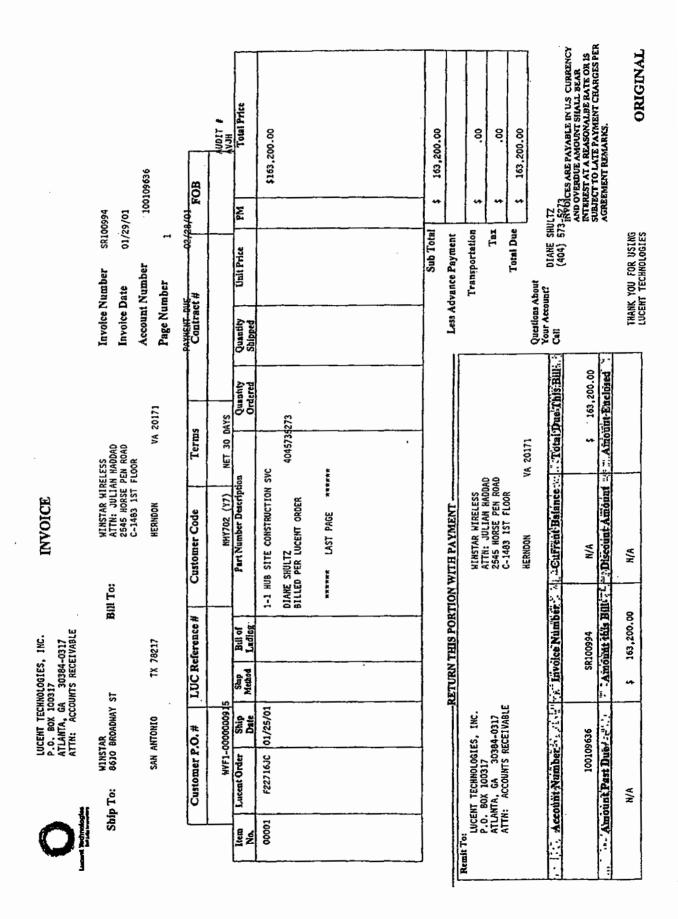
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			Customer P.O. #	Lucant Order	F21536JC	F21604JC				Your	01ANE SHULTZ (404) 573-5273
	Ship To:			Jtem No.	80000	60000				Questions About Your Account? Call	REMARKS:
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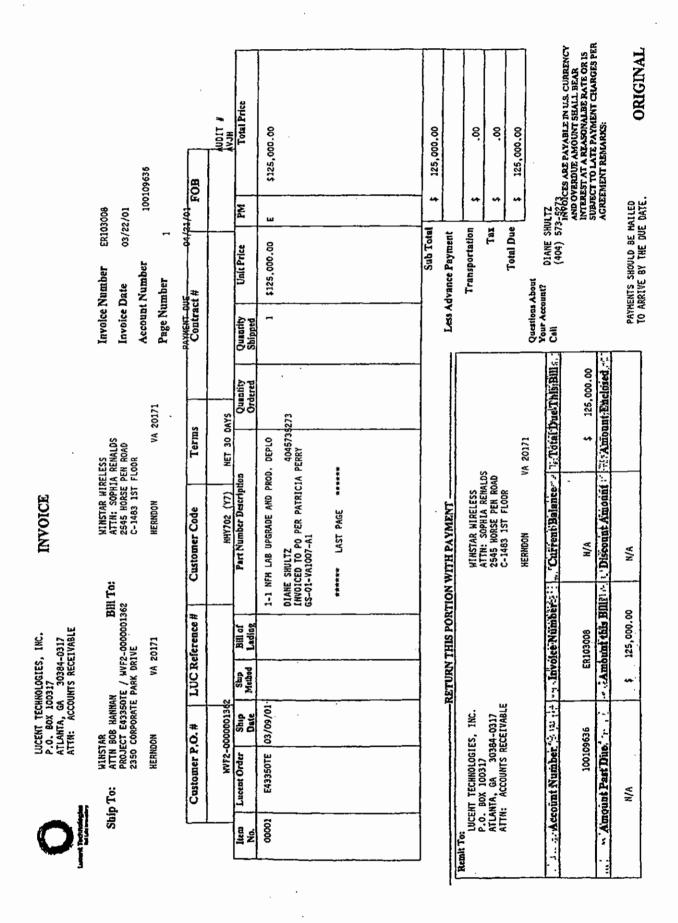


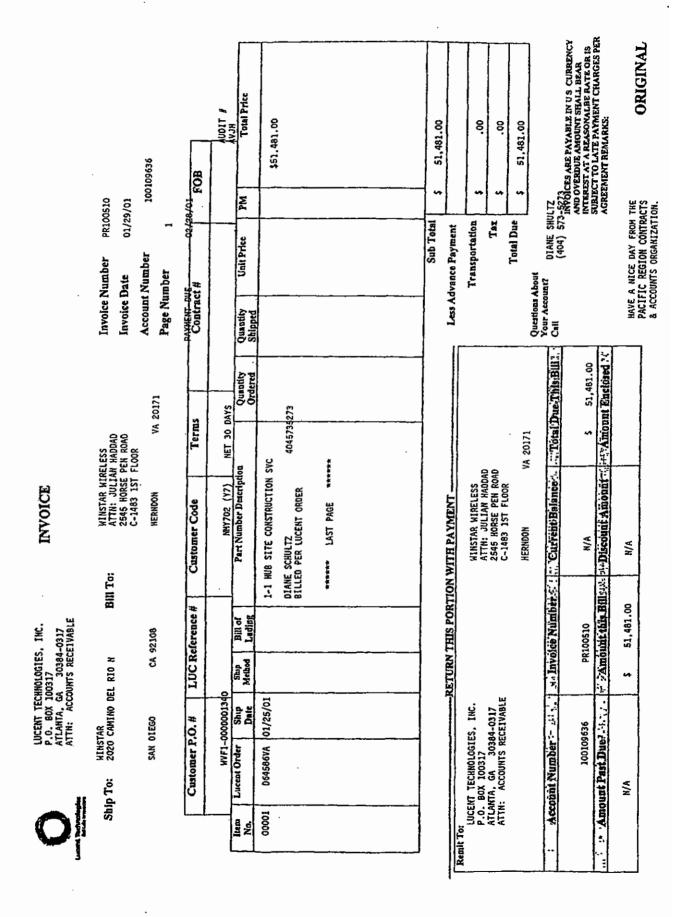


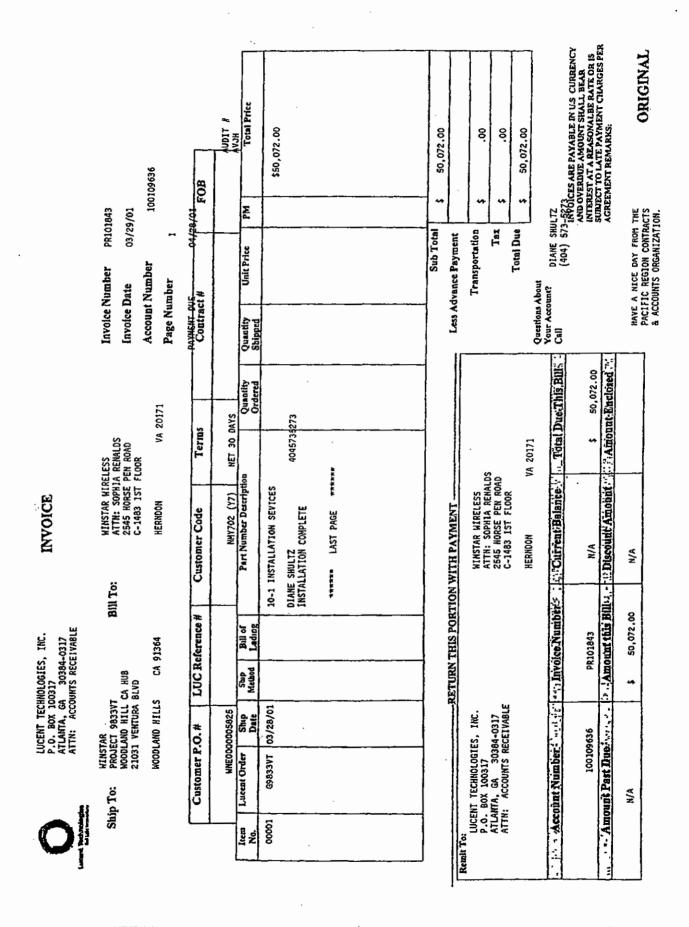


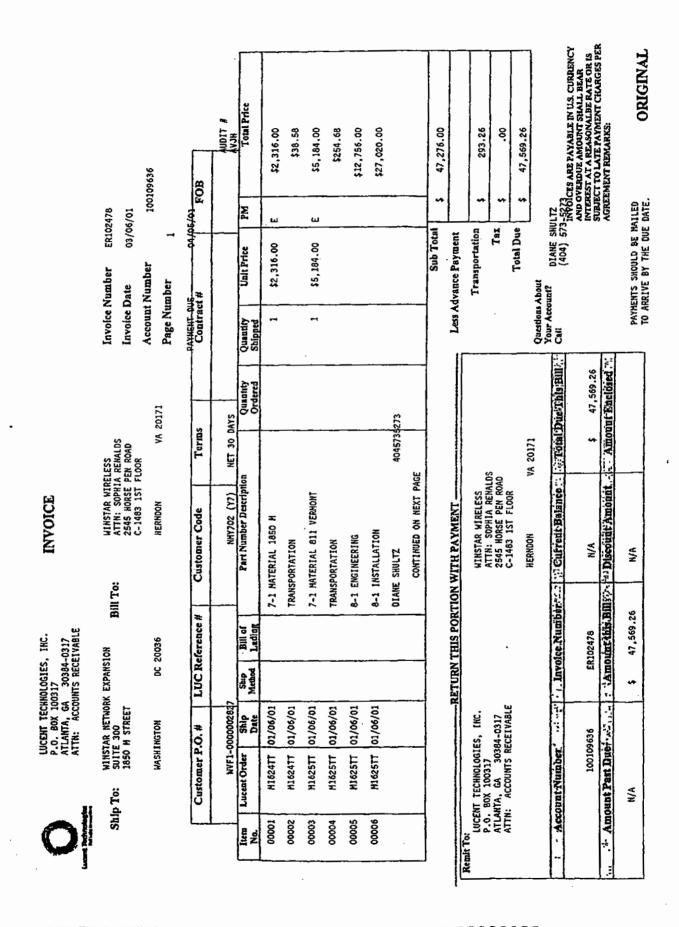


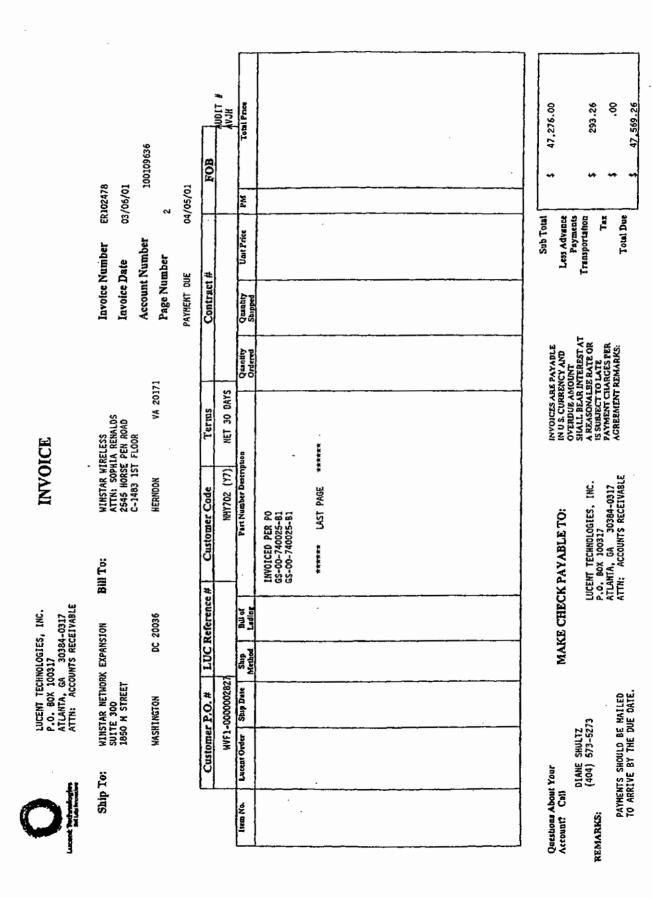


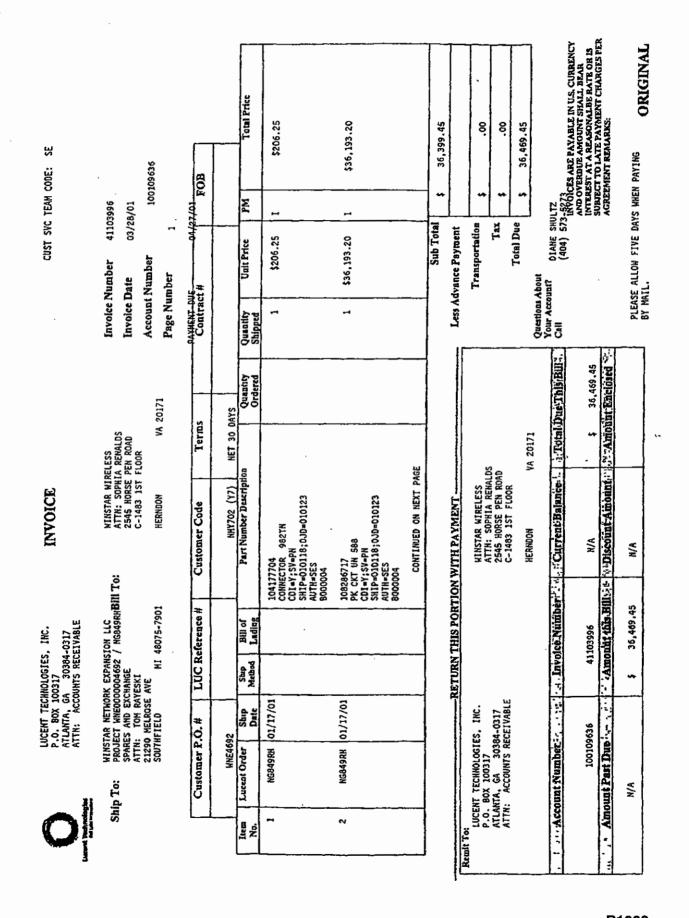


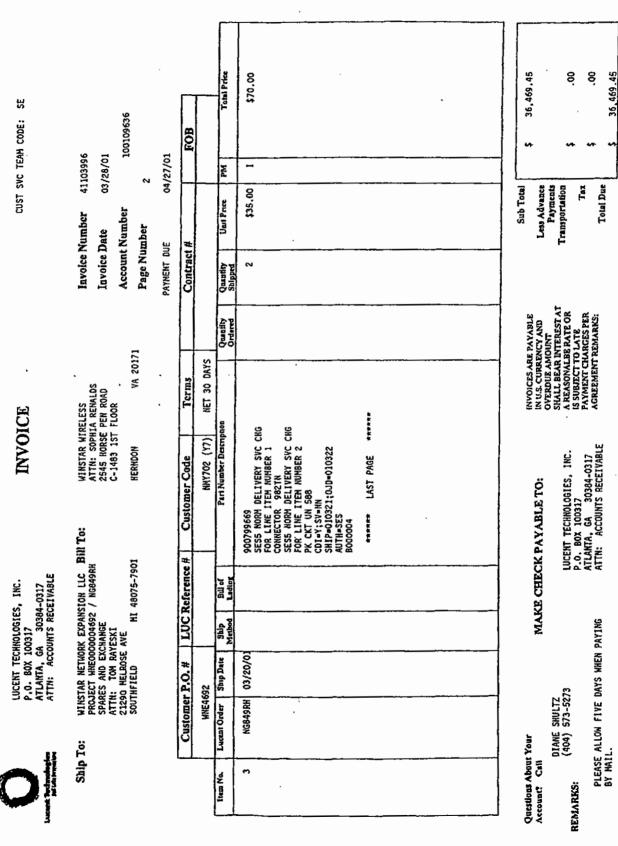




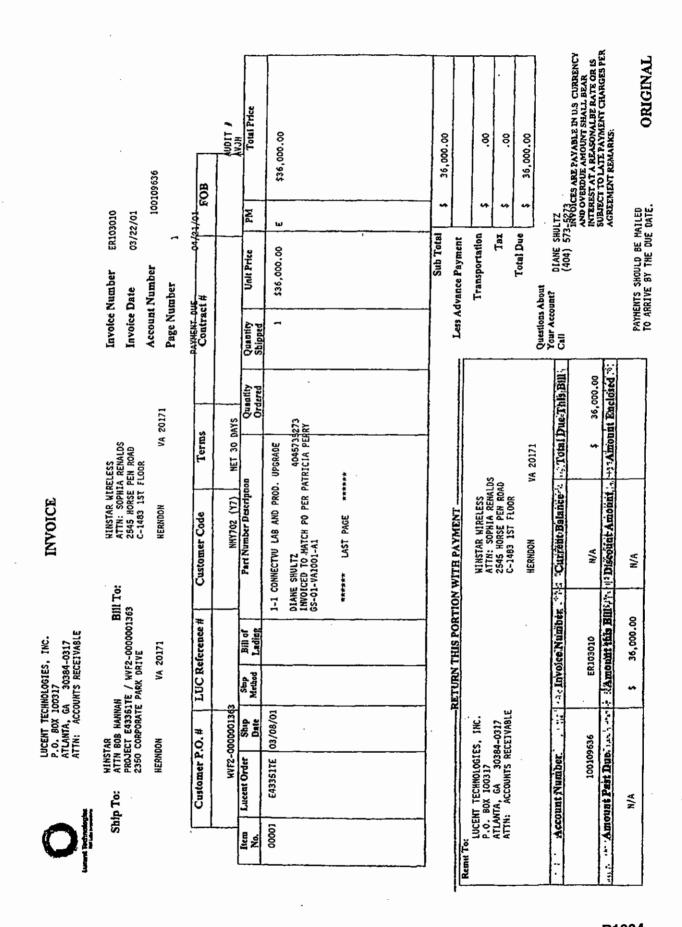






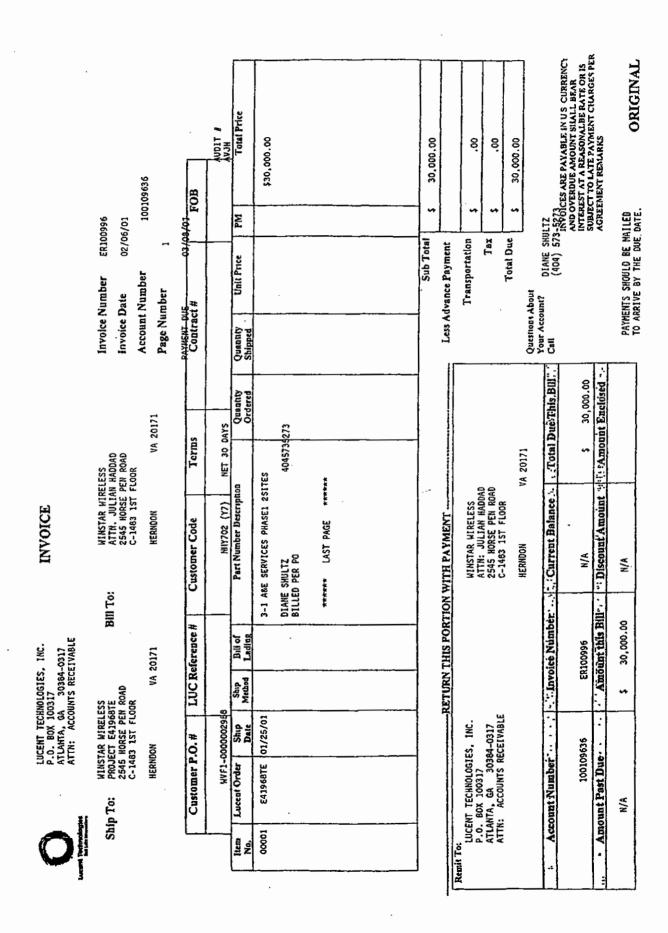


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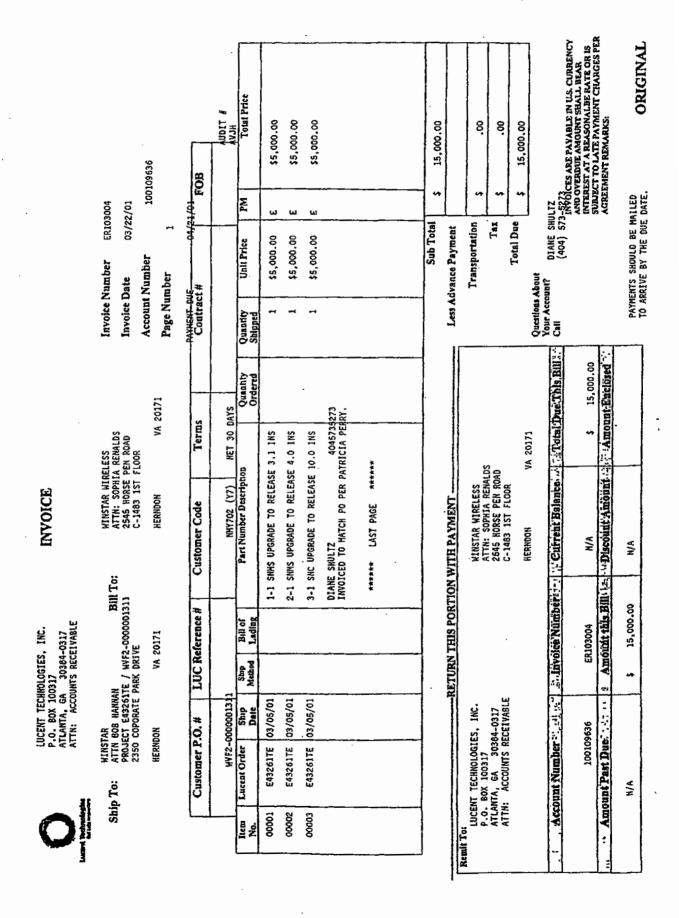


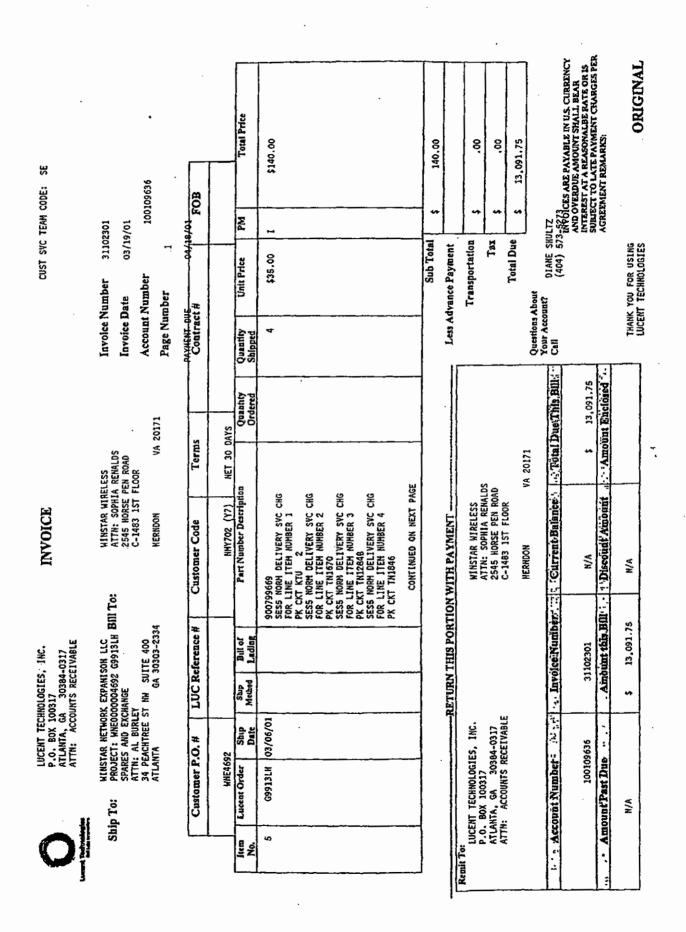
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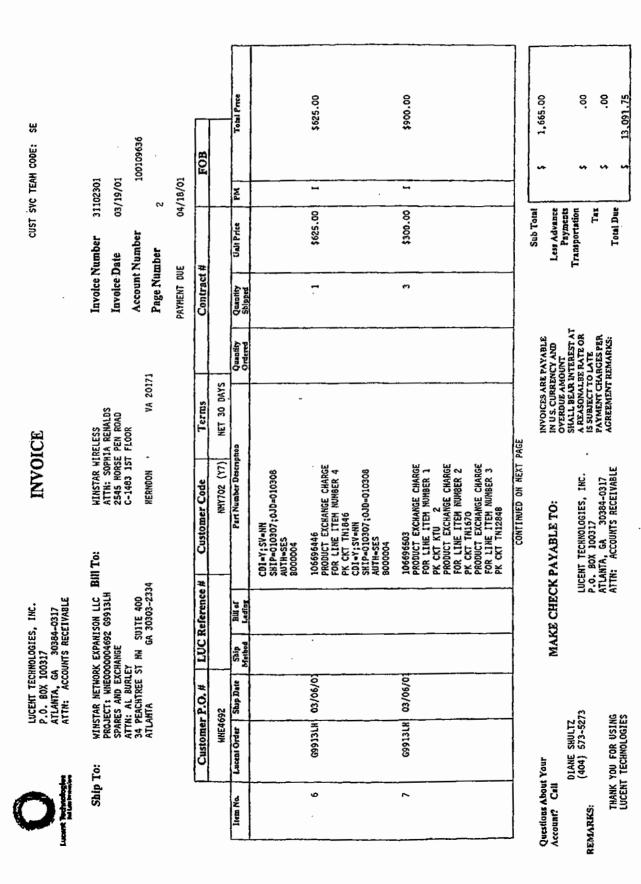


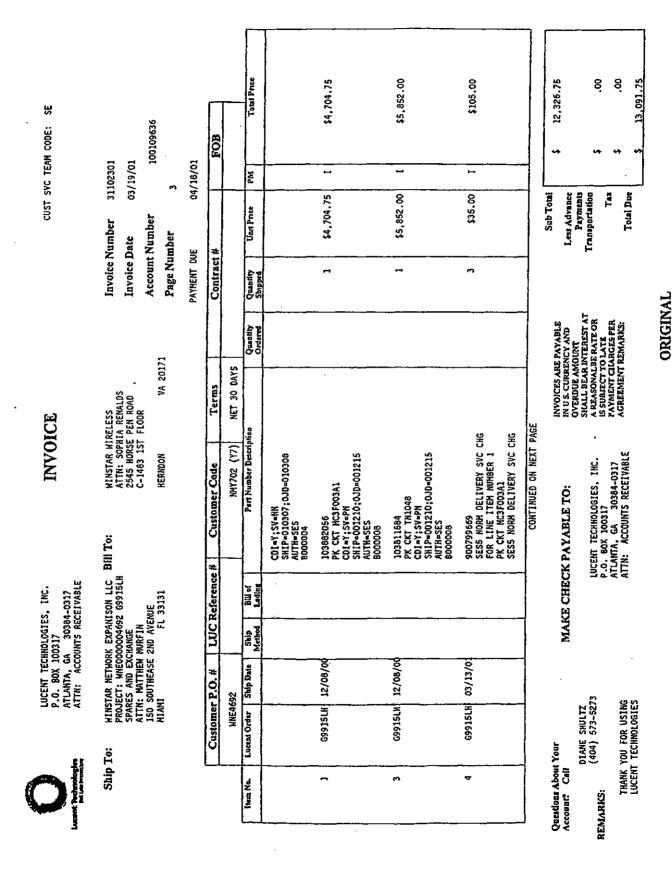
Page 61 of 75

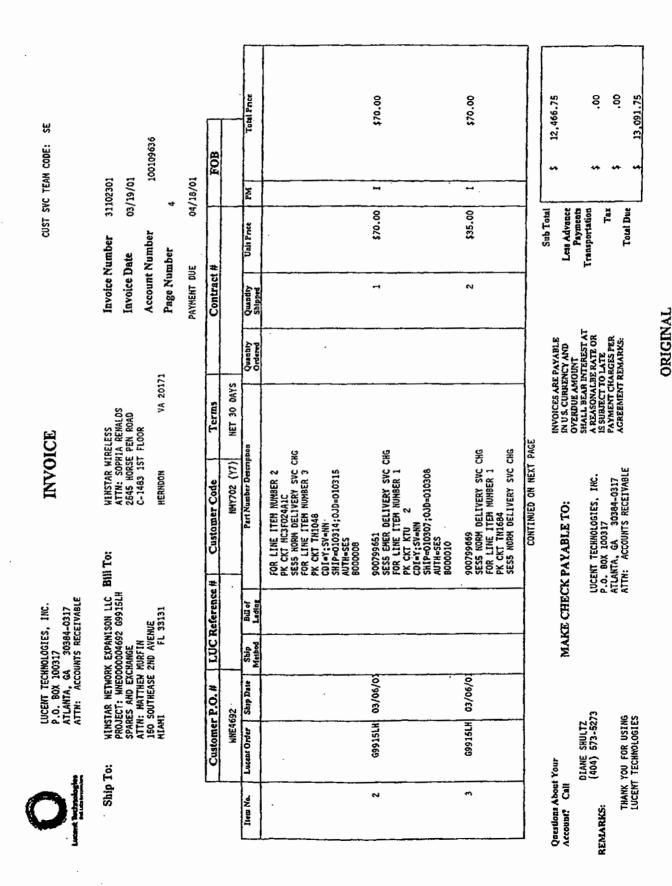




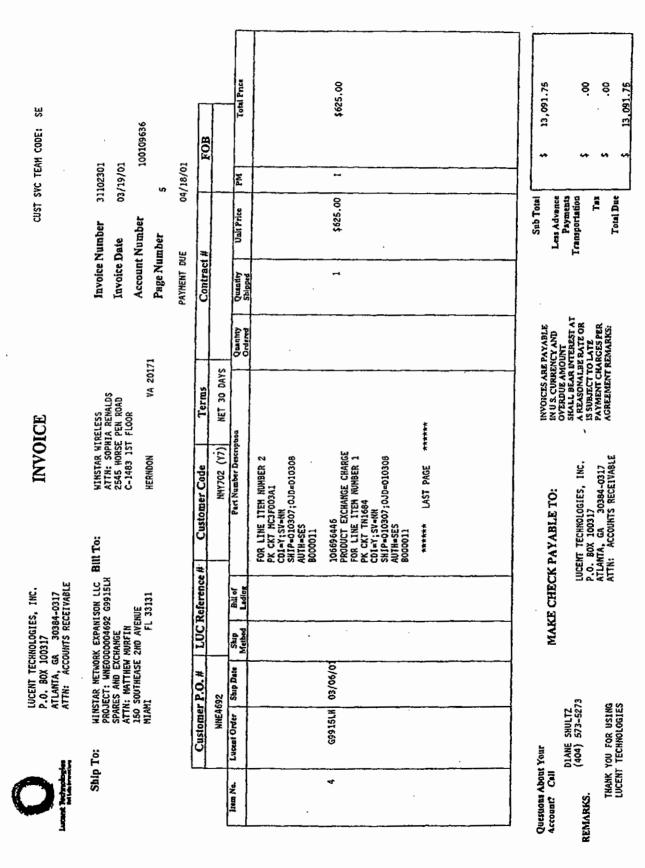


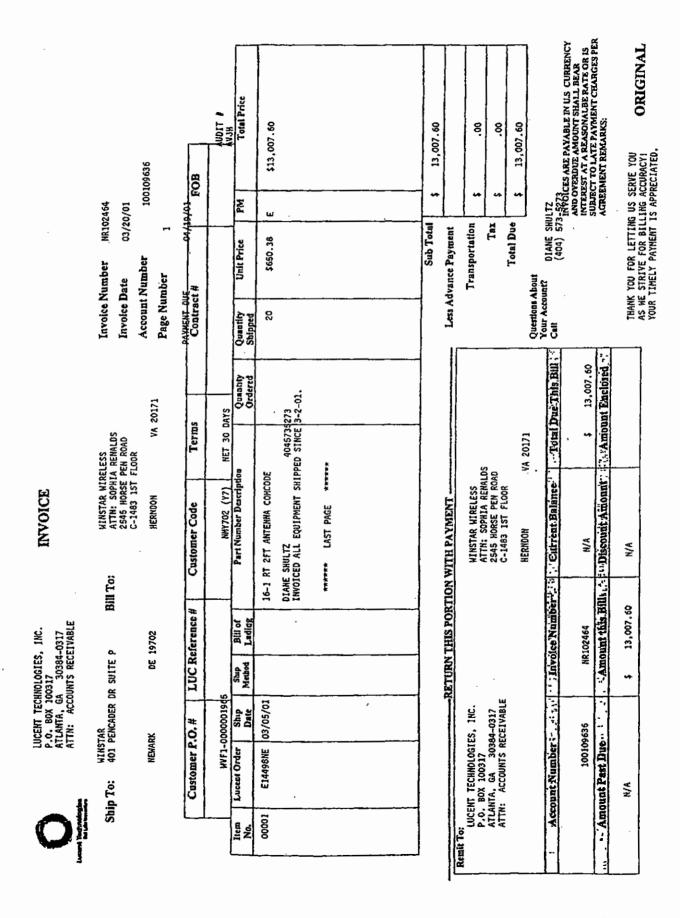






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Account Number

04/02/01 ER103637

Invoice Date

ATTN: SOPHIA RENALDS 2545 HORSE PEN ROAD C-1483 1ST FLOOR

WINSTAR WIRELESS

Bill To:

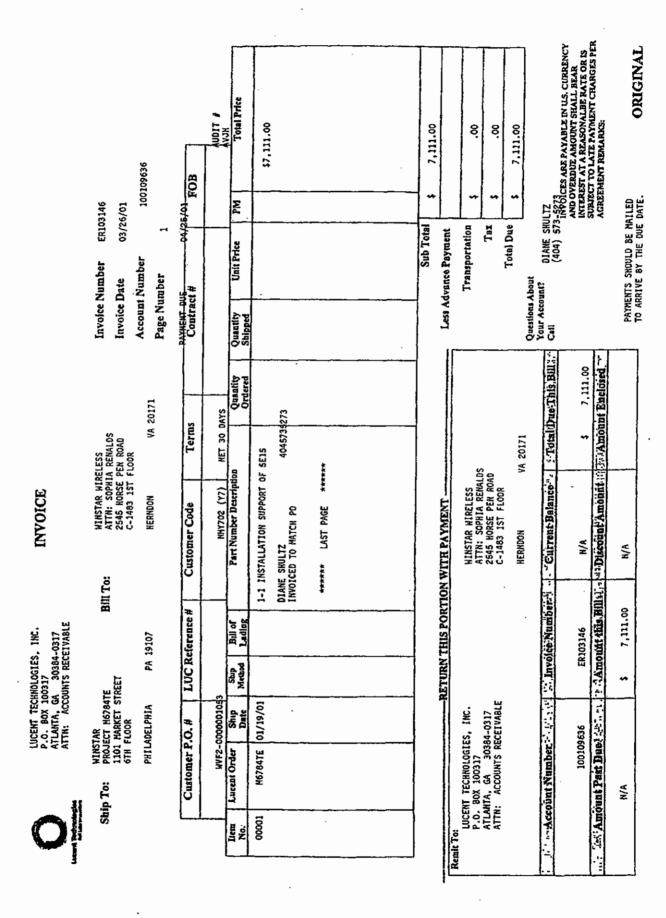
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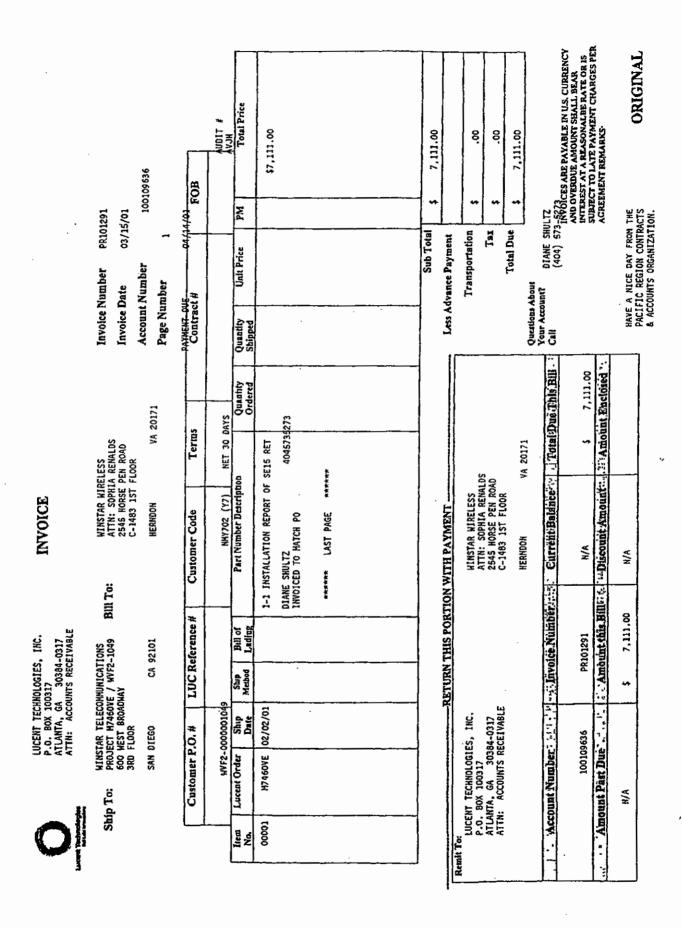
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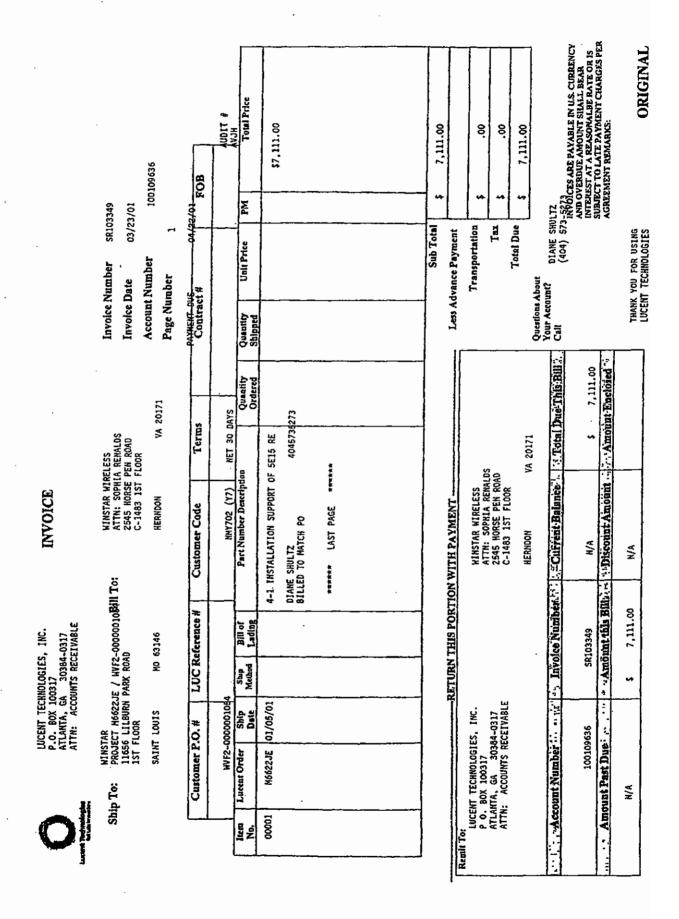
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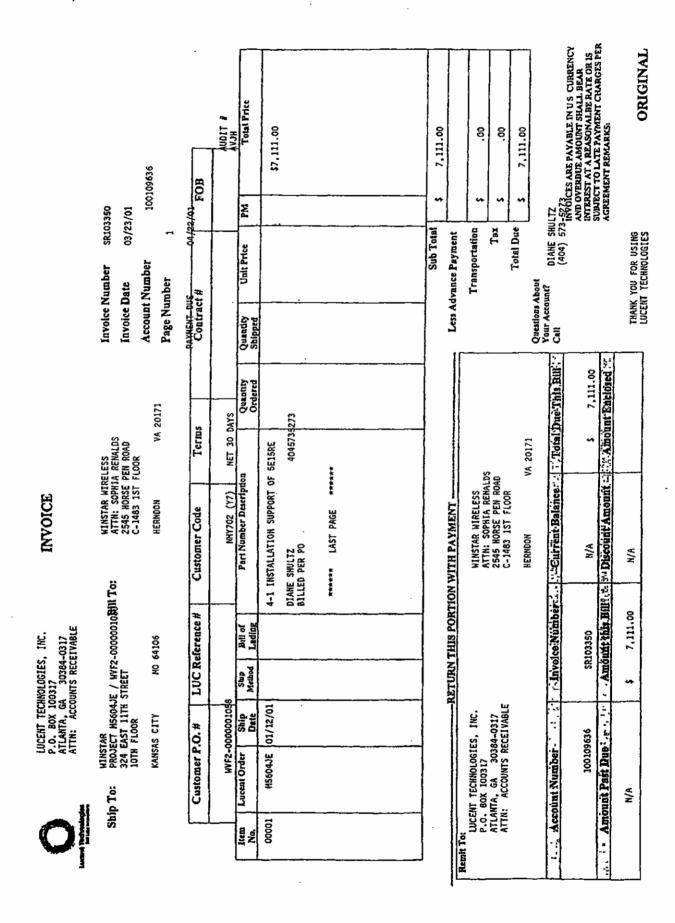
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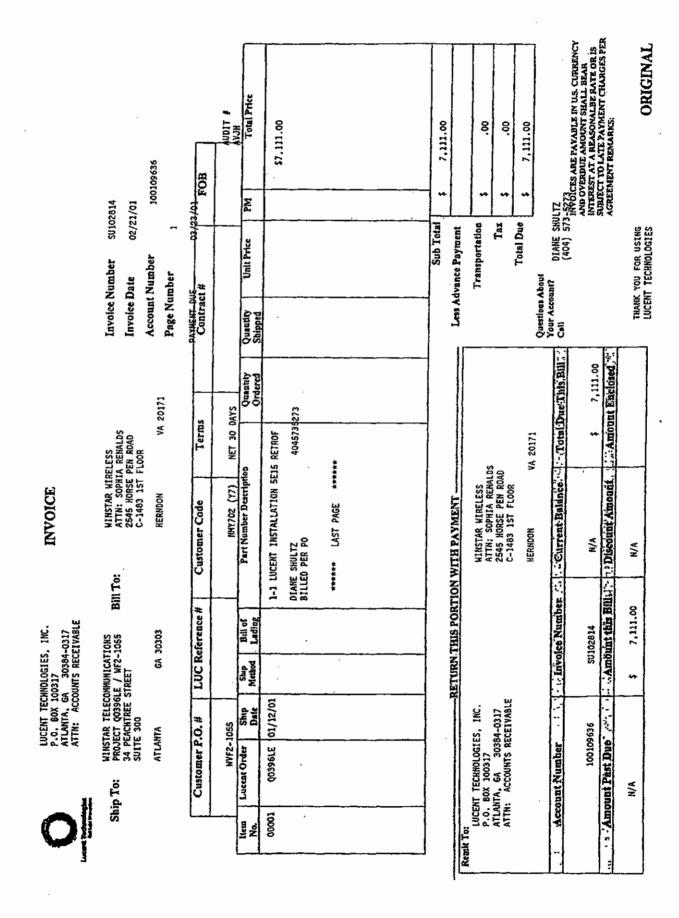
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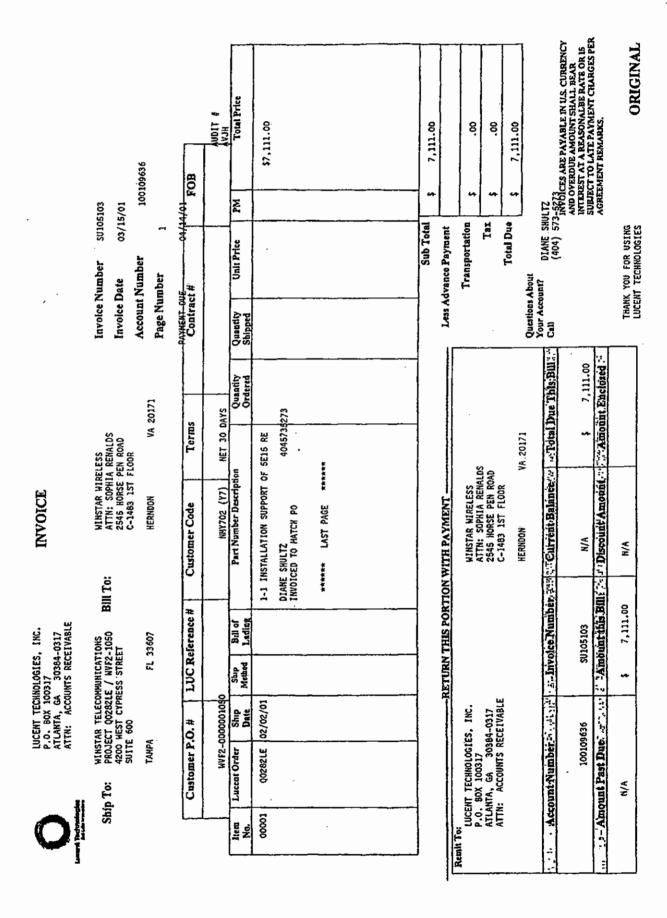


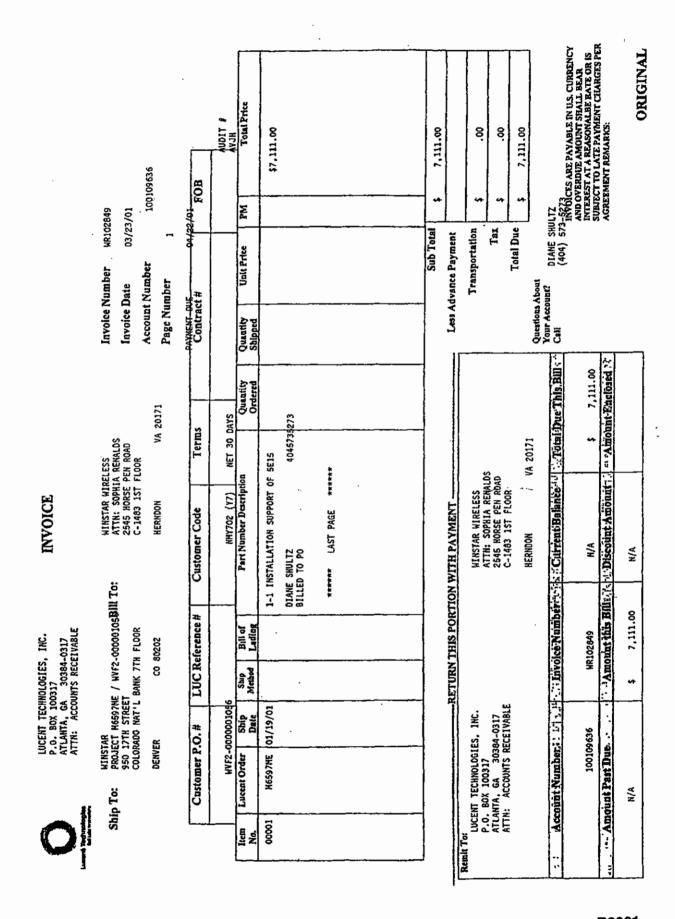


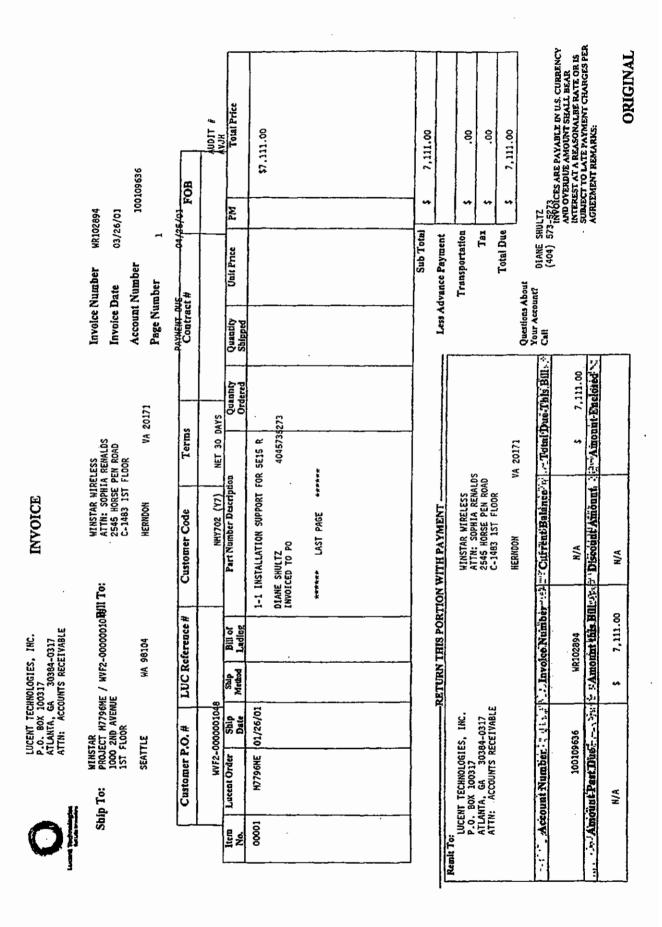


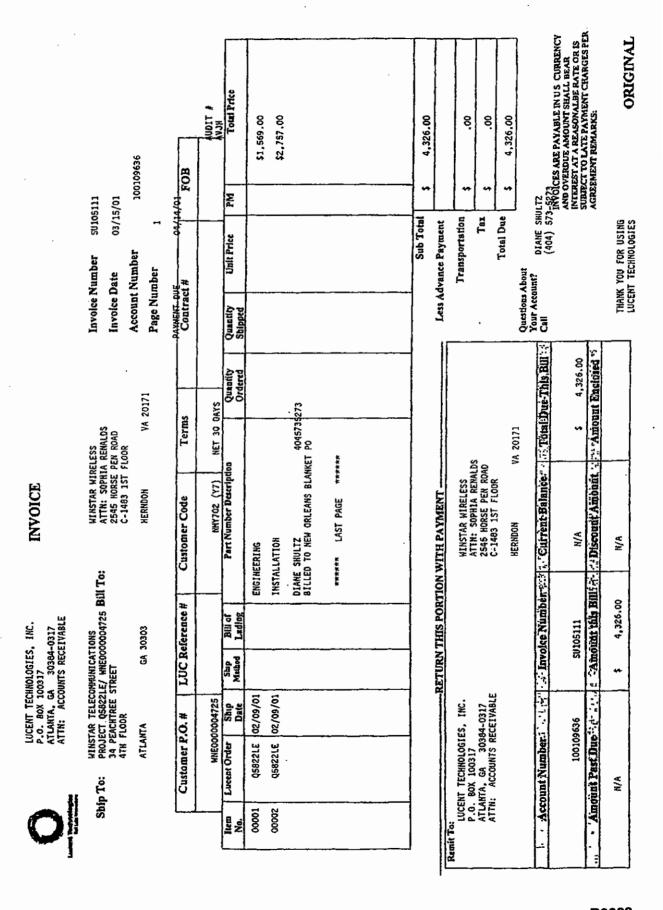


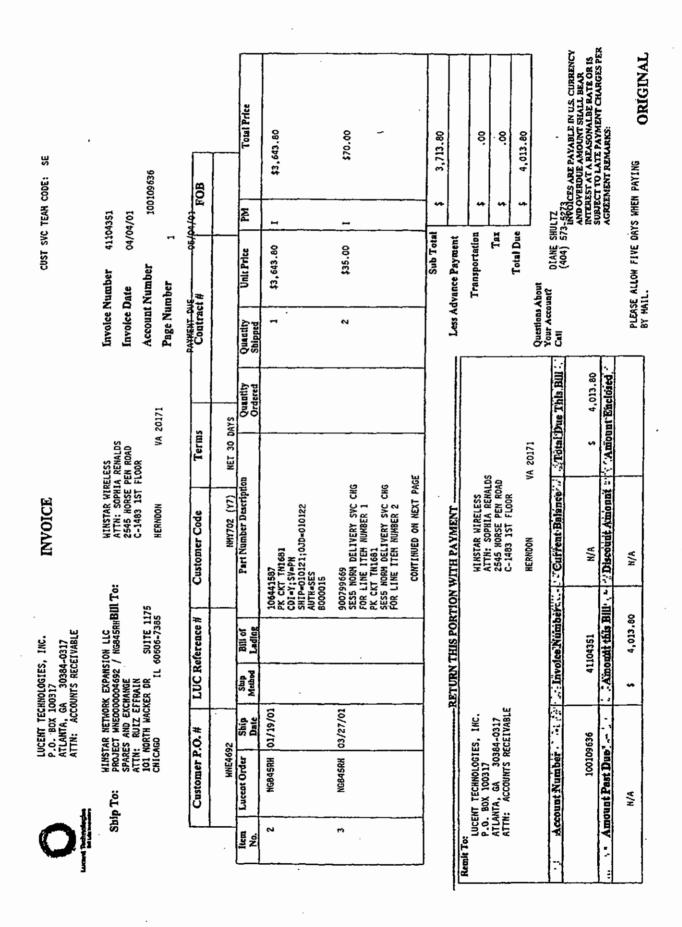


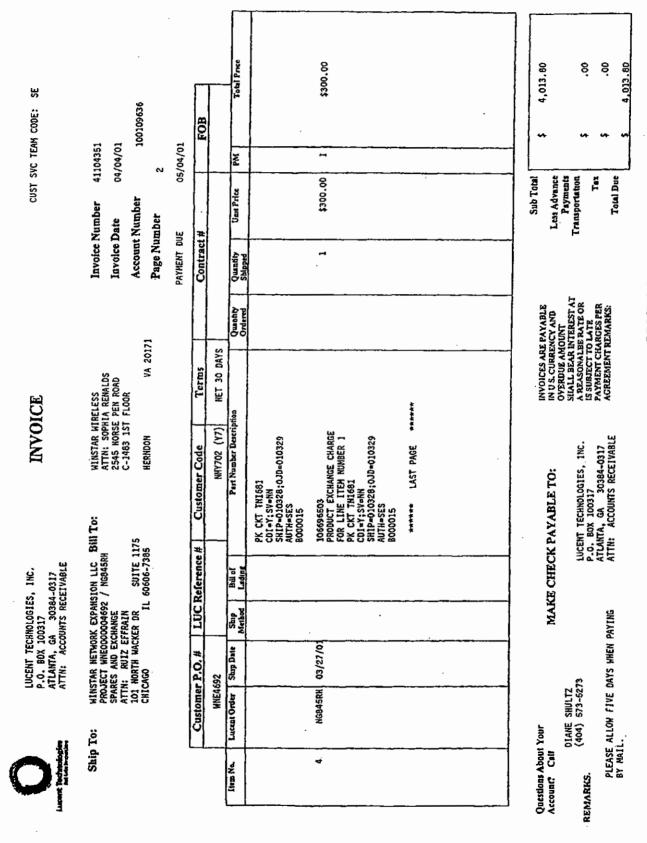




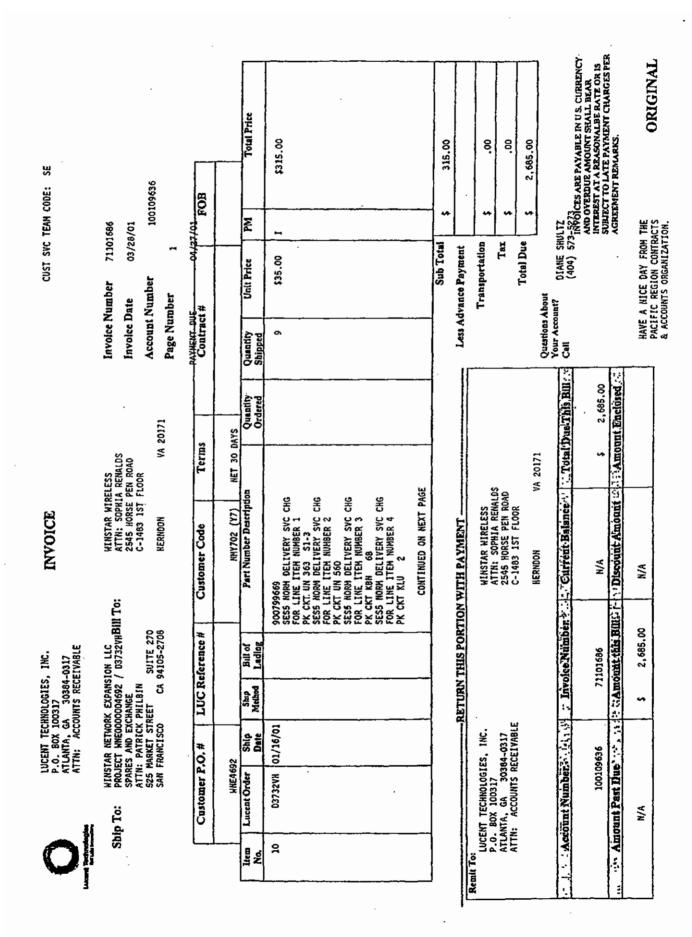


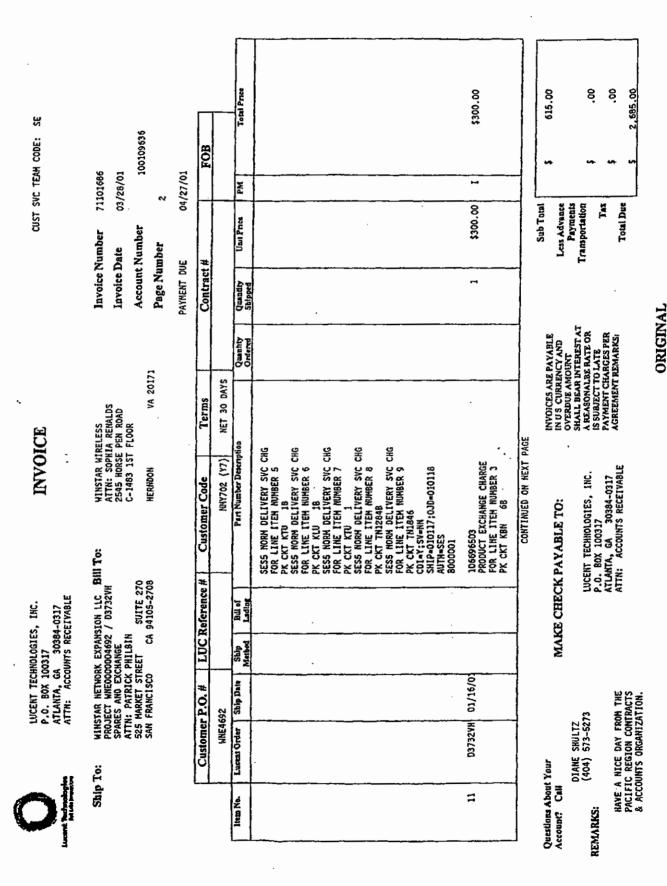






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	MIR 185 SUI	WAS	7 0 9	8403	22			DIANE SHULTZ (404) 573-5273	PAYMENTS BY DUE DA
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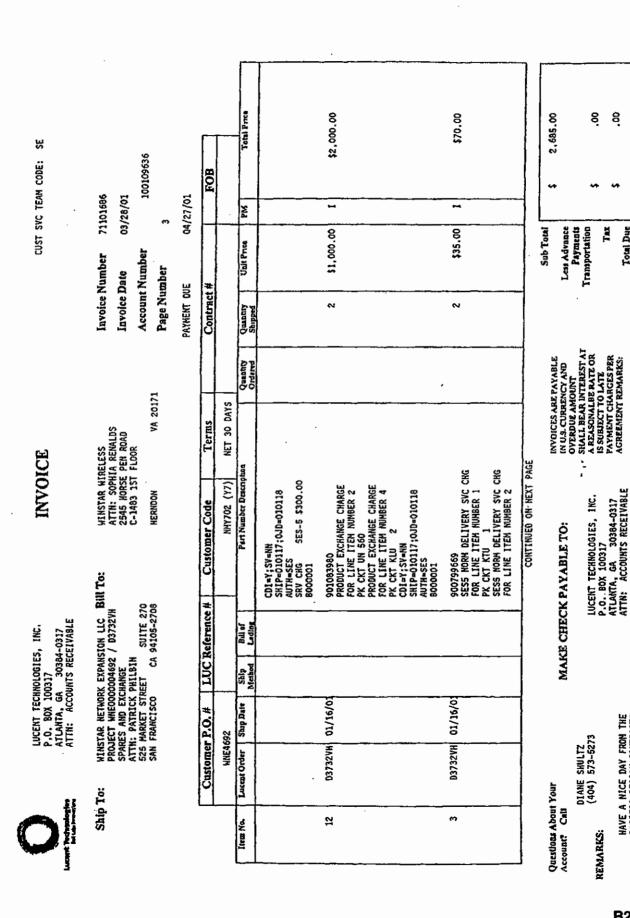


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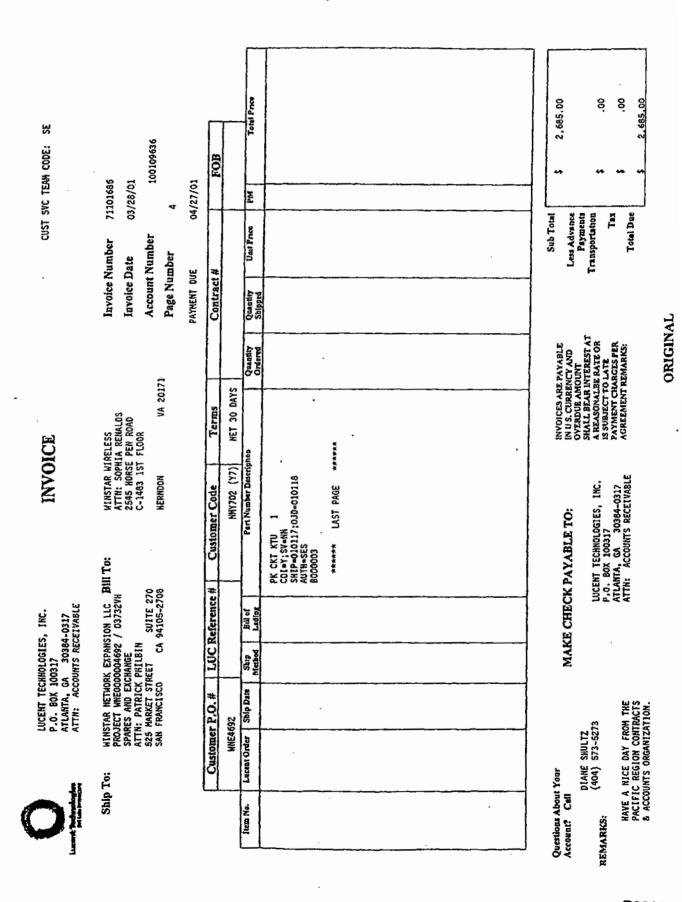
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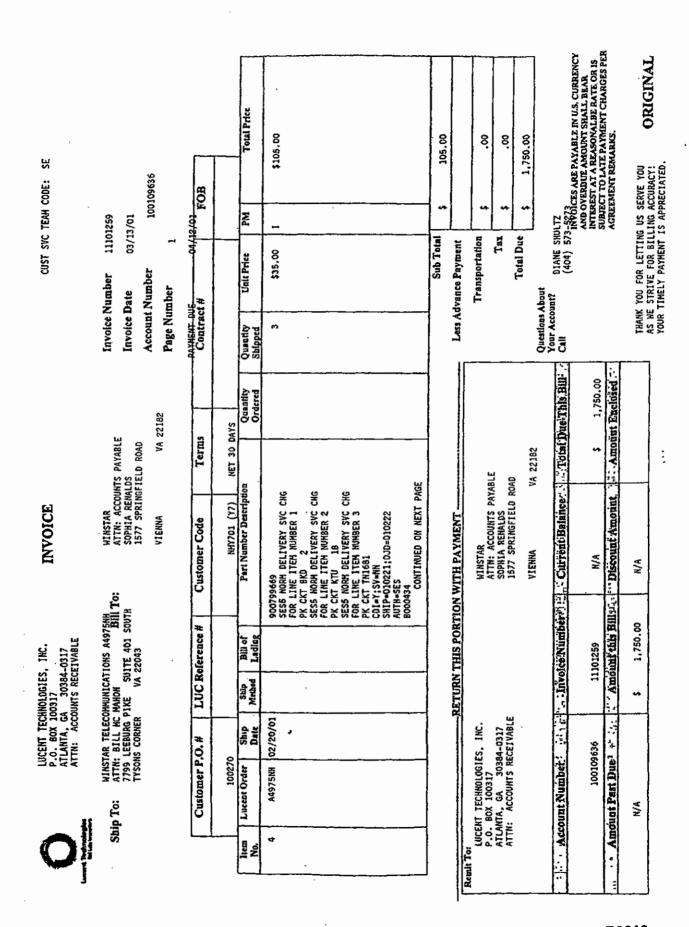
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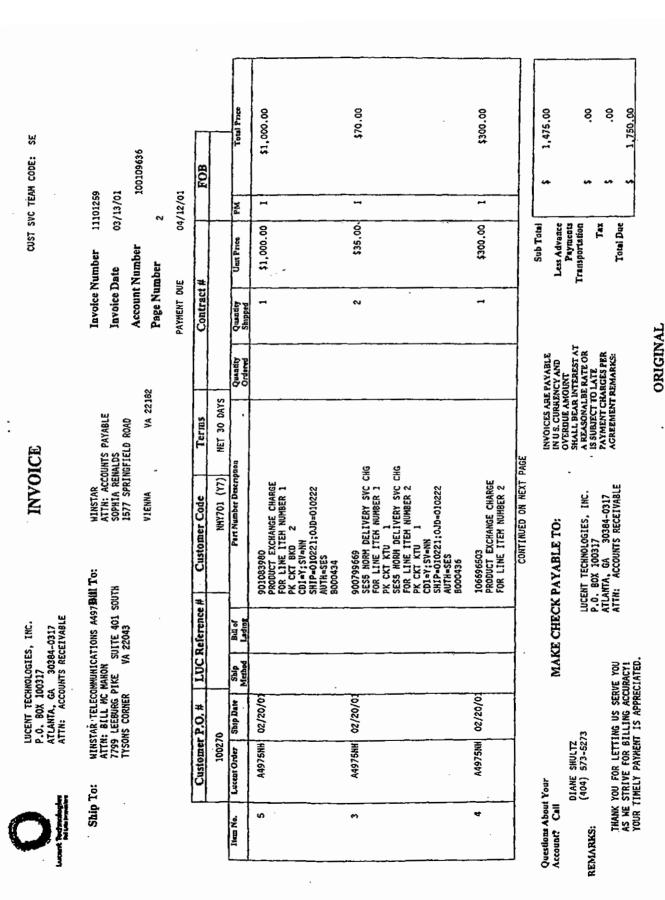


REMARKS:

HAVE A NICE DAY FROM THE PACIFIC REGION CONTRACTS & ACCOUNTS ORGANIZATION.







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Unit Price

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CUST SVC TEAM CODE:

INVOICE

LUCENT TECHNOLOGIES, INC. P.O. BOX 100317 ATLANFA, GA 30384-0317 ATTH: ACCOUNTS RECEIVABLE

Payments Transportation Account Number Invoice Number Page Number Invoice Date PAYMENT DUE Contract # Quantity Shipped INVOICES ARE PAYABLE
IN U.S. CUREENCY AND
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SIGAL, BEAR INTEREST AT
A REASONALBE RATE OR
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PAYMENT CHARGES PER
AGREEMENT REMARKS: VA 22182 **NET 30 DAYS** WINSTAR ATTH: ACCOUNTS PAYABLE SOPHIA REKALDS 1577 SPRINGFIELD ROAD Terms 900799669 SESS NORH DELIVERY SVC CKG FOR LINE ITEH HUMBER 1 PK CKT SK 5168 CDI HY 58V-NN SHIP-010221;0JD-010222 AUTH=SES Part Number Description LUCENT TECHNOLOGIES, INC. P.O. BOX 100317 ATLANTA, GA 30364-0317 ATTN: ACCOUNTS RECEIVABLE NHY701 (Y7) PK CKT SN 5168 CDI=Y;SV=NN SHIP=010221;OJD=010222 AUTH=SES B000439 PK CKT KTU 1 CDI=*; SV-HH SHIP=010221; OJD=010222 AUTH=5ES B000436 106696479 PRODUCT EXCHANGE CHARGE FOR LINE ITEM NUMBER 1 VIENNA Customer Code LAST PAGE MAKE CHECK PAYABLE TO: WINSTAR TELECOMMUNICATIONS A497 BMITO: ATTN: BILL MC MAHON 7799 LEEBURG PIKE SUITE 401 SOUTH TYSONS CORNER VA 22043 LUC Reference # Ledber

05/50/03

A4975NH

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Ship Date

Lucent Order

Item No.

100270

Customer P.O.#

02/20/03

A4975NH

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THANK YOU FOR LETTING US SERVE YOU AS WE STRIVE FOR BILLING ACCURACY! YOUR TIMELY PAYMENT IS APPRECIATED.

DIANE SHULTZ (404) 573-5273

REMARKS

Questions About Your

Account? Call

8 1,750.00

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Total Due

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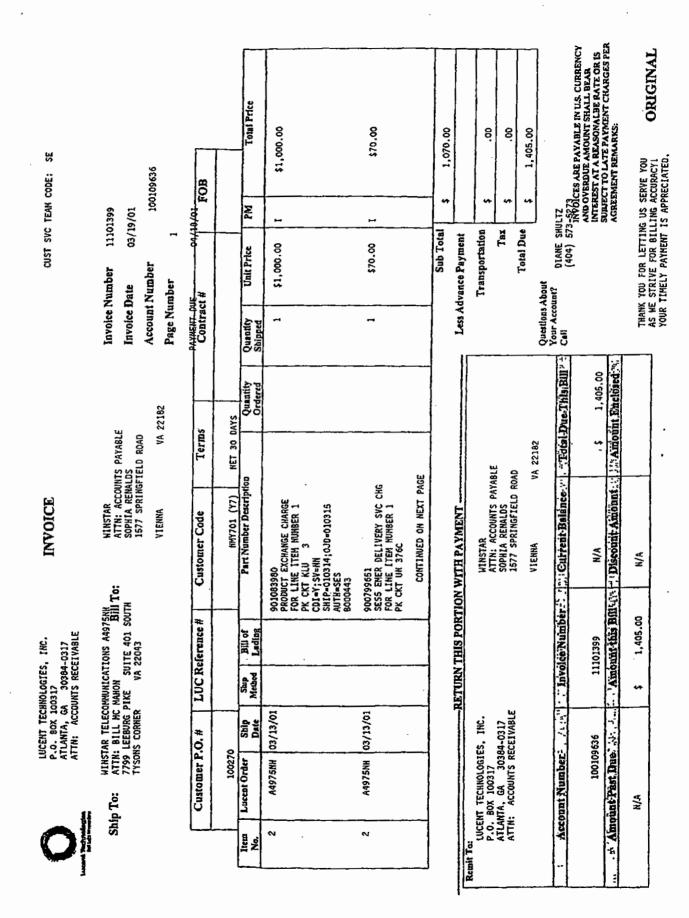
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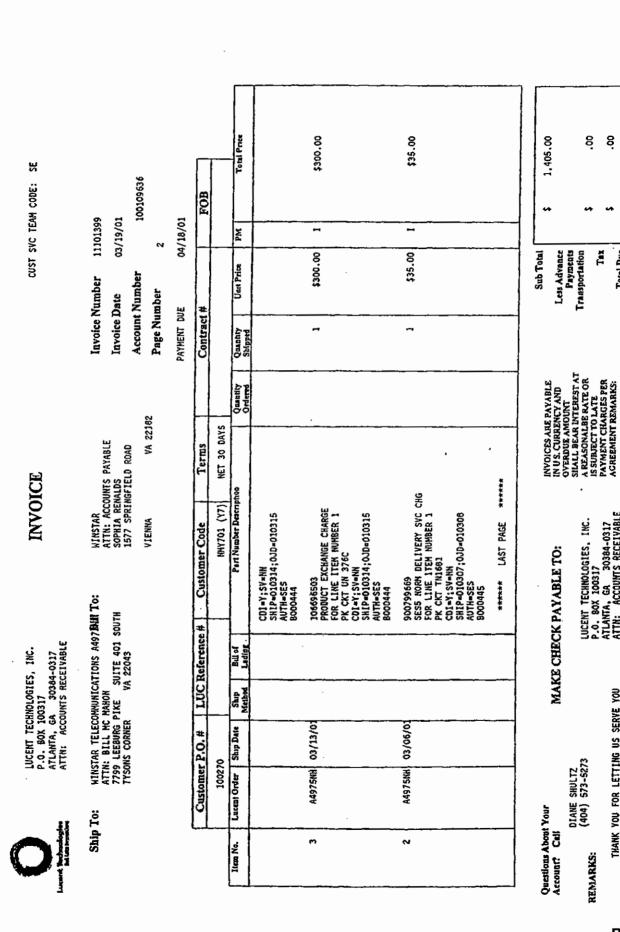


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LUCENT TECHNOLOGIES, INC. P.O. 80X 100317 ATLANTA, GA 30384-0317 ATTW: ACCOUNTS RECEIVABLE

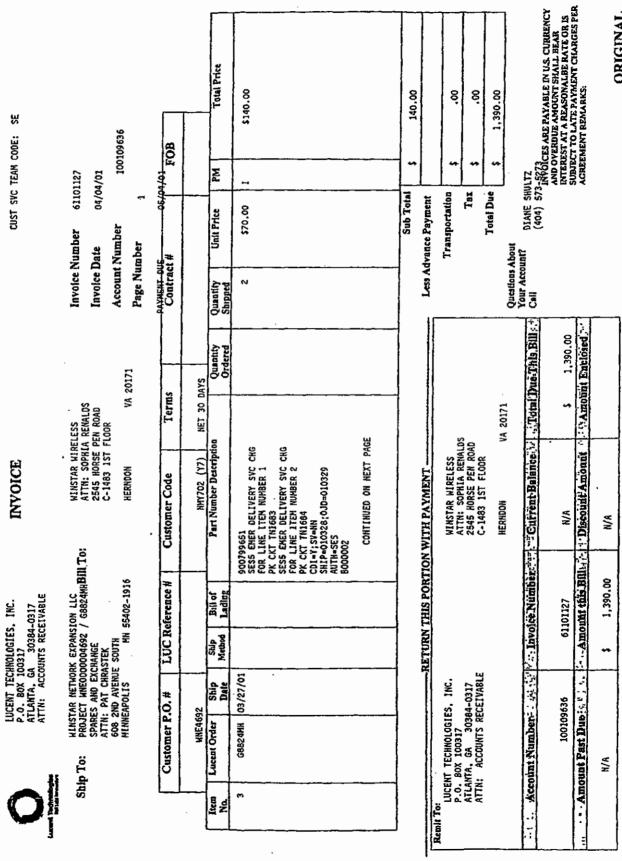
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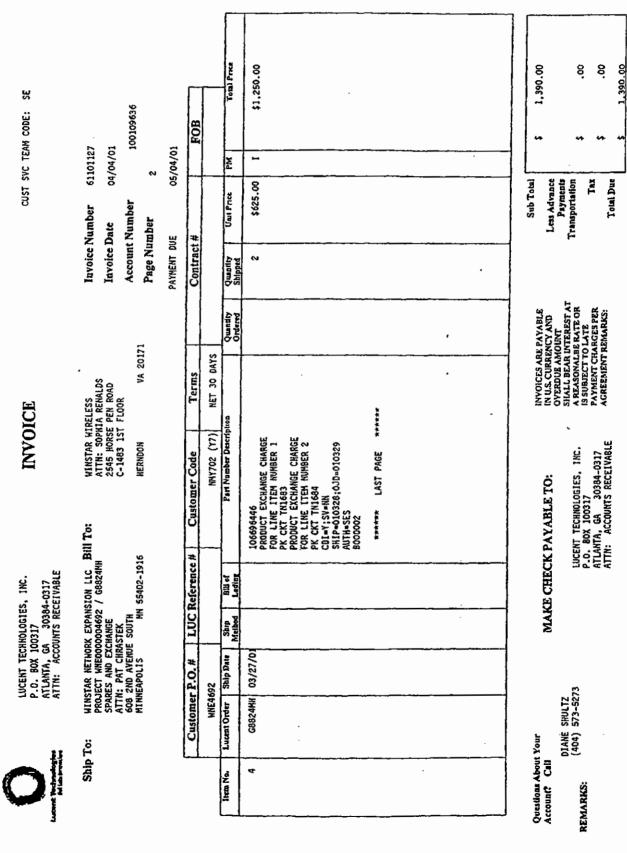


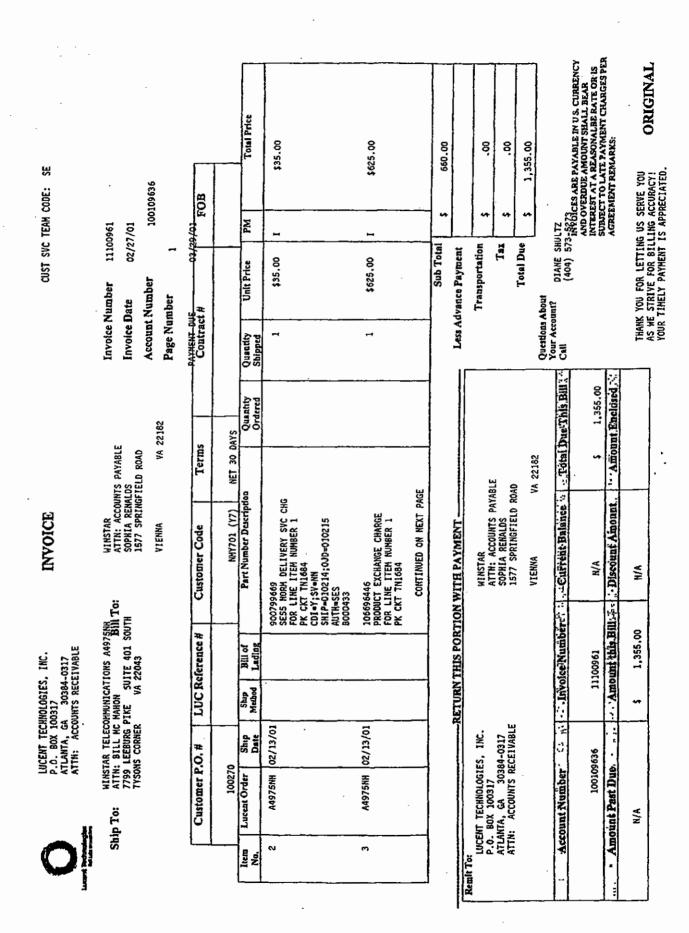
THANK YOU FOR LETTING US SERVE YOU AS WE STRIVE FOR BILLING ACCURACY! YOUR TIMELY PAYMENT IS APPRECIATED.

DIANE SHULTZ (404) 573-5273

REMARKS:







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Total Due

1,320.00

Sub Total

Less Advance Payments Transportation

INVOICES ARE PAYABLE
IN US, CUBRENCY, AND
OVERDUE AMOUNT
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IS SUBTECT TO LATE
PAYMENT CHARGES PER
AGREEMENT REMARKS:

LUCENT TECHNOLOGIES, INC. P.O. BOX 100317 ATLANTA, GA 30384-0317 ATTN: ACCOUNTS RECEIVABLE

MAKE CHECK PAYABLE TO:

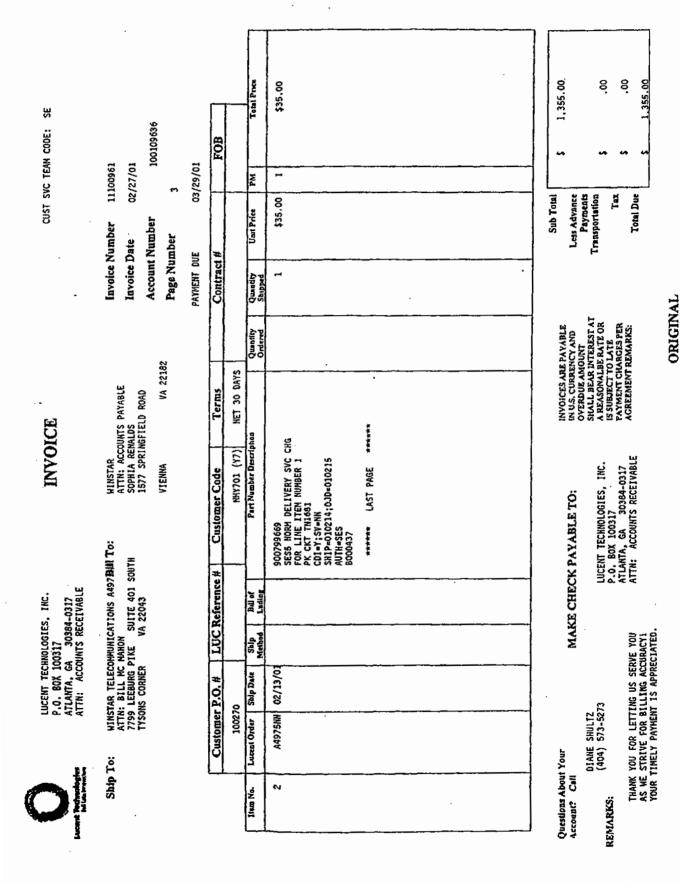
						ı		
es ::			П		Total Price		\$35.00	\$625.00
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	11100961 02/27/01 10 2			_	PM		-	
	ber ber		#		Uaut Price		\$35.00	\$625.00
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CE	WINSTAR ATTN: ACCOUNTS PAYABLE SOPHIA REMALDS 1577 SPRIMGFIELD ROAD VIENNA VA 22182		Terms	MET 30 DAYS			9	
INVOICE		Customer Code		NMY701 (Y7)	Part Number Description	CDI =Y; SV=NN SHIP=010214;0JD=010215 AUTH=SES BOO0433	900799669 SESS HORM DELIVERY SVC CHG FOR LINE ITEM NUMBER 1 PK CKT TANS84 CDI=Y;SV=NN SHIP=010214;OJD=010215 AVIH=SES BOOG935	106686446 PRODUCT EXCHANGE CHARGE FOR LINE ITEH NUMBER 1 FOR LINE ITEH NUMBER 1 CDI=*1,5V=NN SHIP=*030214;03D=*010215 AUTH=*SES BOOG435 CONTINUED ON NEXT PAGE
LUCENT TECHNOLOGIES, INC. P.O. BOX 100317 ATLANTA, GA 30394-0317 ATTN: ACCOUNTS RECEIVABLE	WINSTAR TELECOMMUNICATIONS A497 BUI To: ATTN: BILL NC MANON 7799 LEEBING PIKE SUITE 401 SOUTH TYSONS CORNER VA 22043		LUC Reference #		Bill of Leding			
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	TAR TELECO : BILL NC LEEBURG P NS CORNER		P.O.#	100270 Lucent Order Ship Date	Ship Date		02/13/01	02/13/0.
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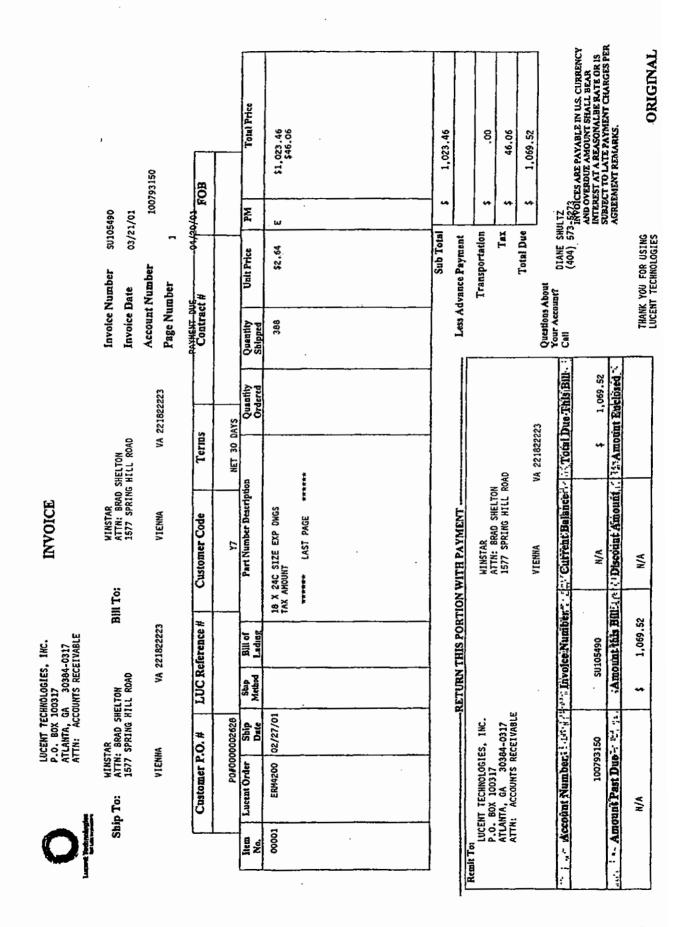
THANK YOU FOR LETTING US SERVE YOU AS WE STRIVE FOR BILLING ACCURACY! YOUR TIMELY PAYMENT IS APPRECIATED.

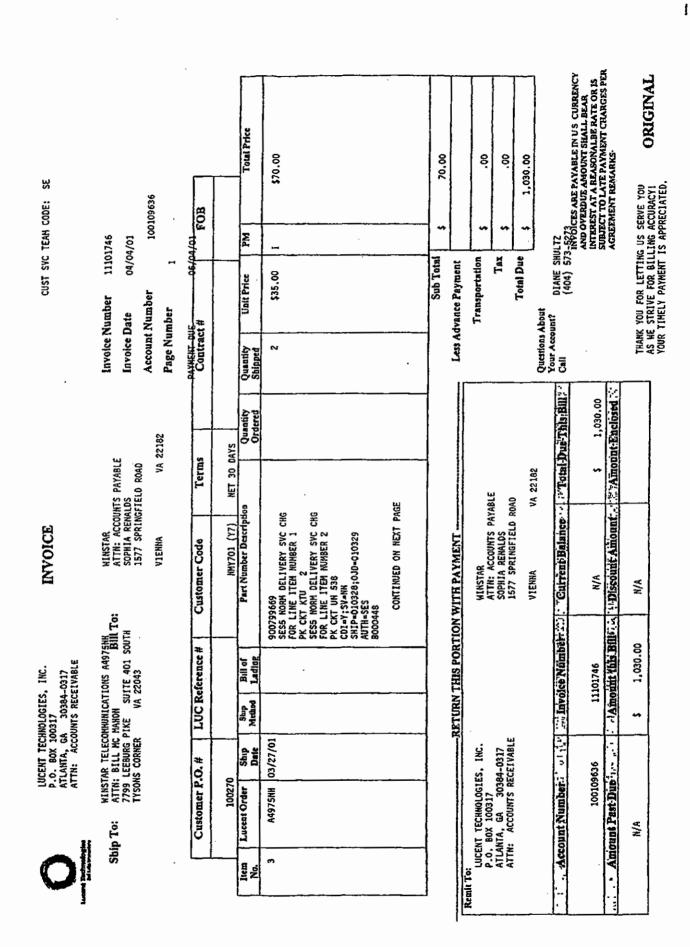
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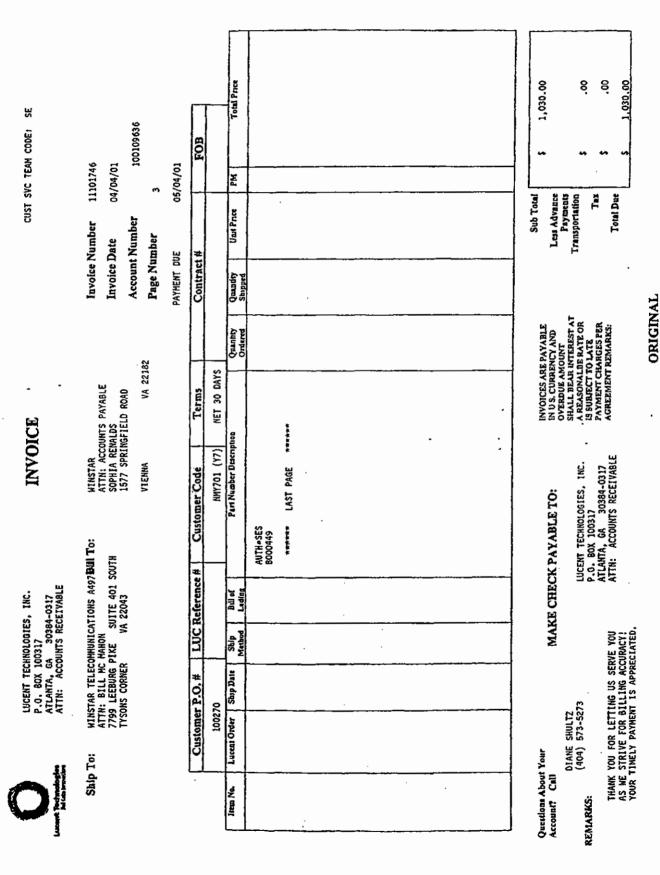
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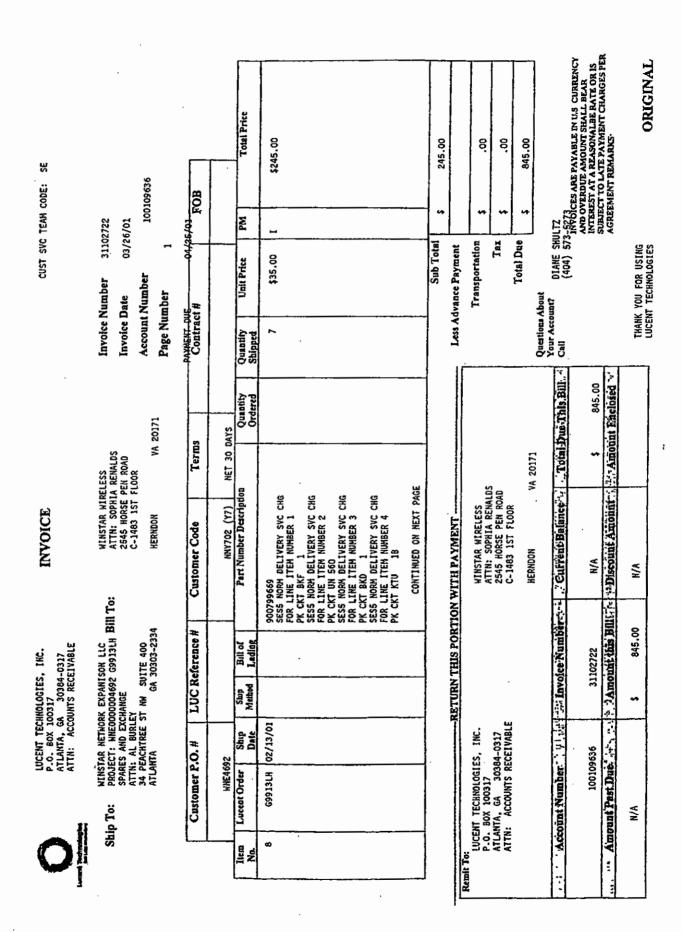


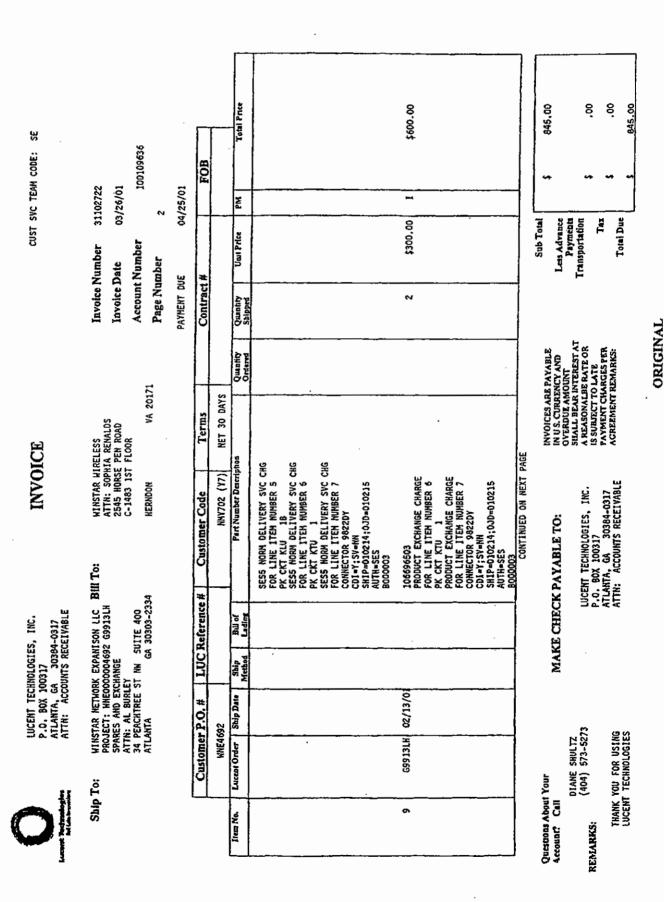


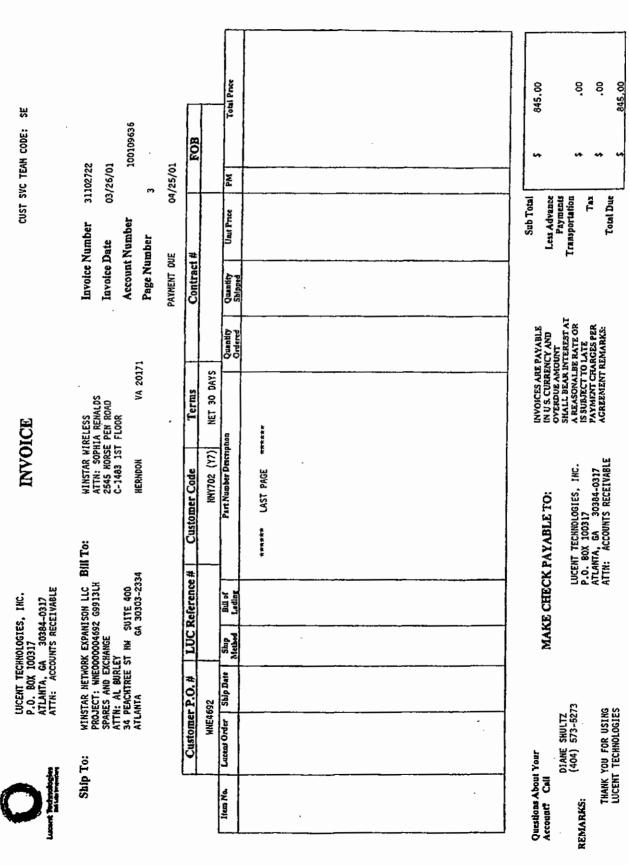


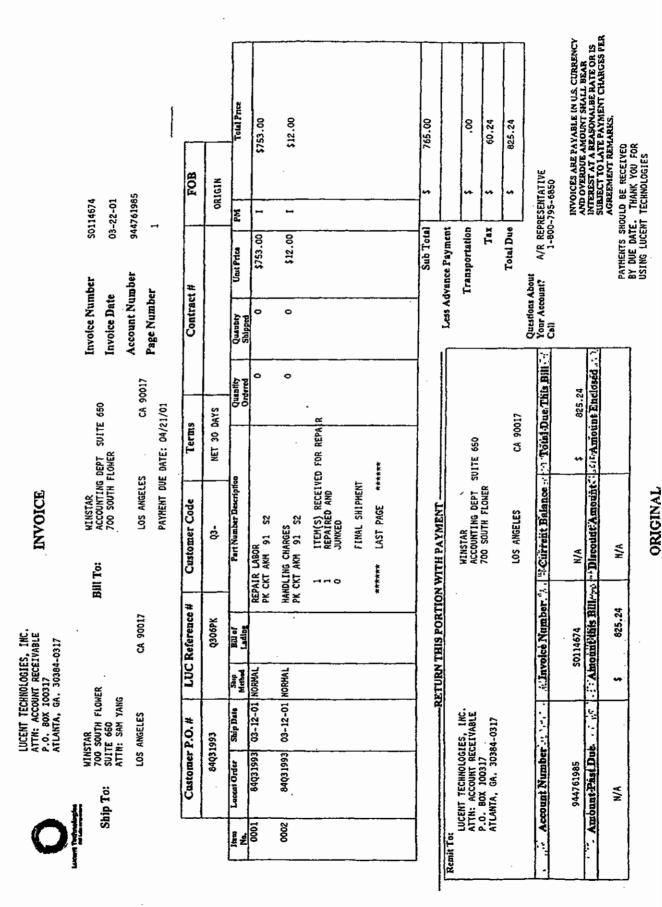
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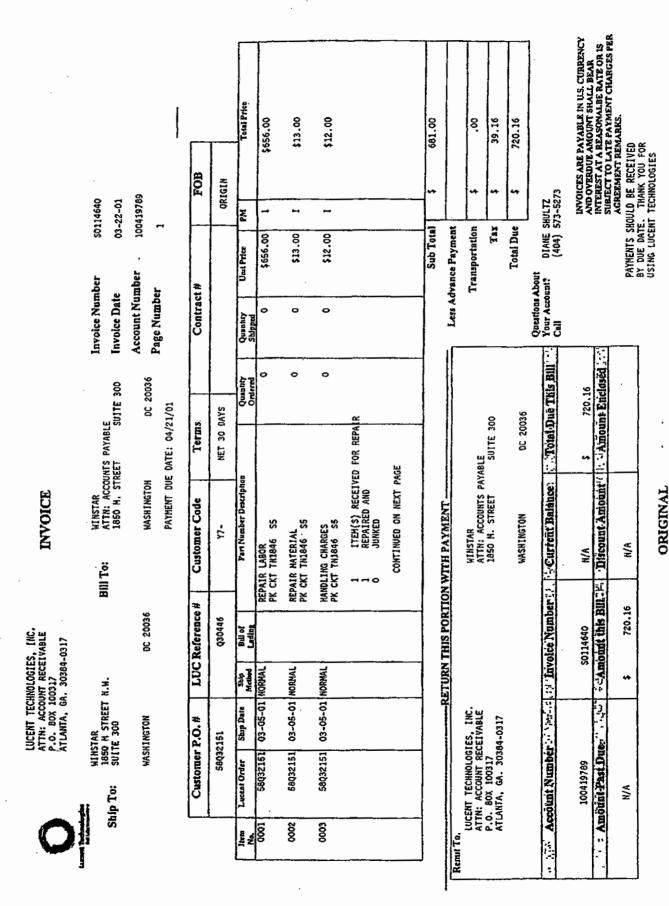


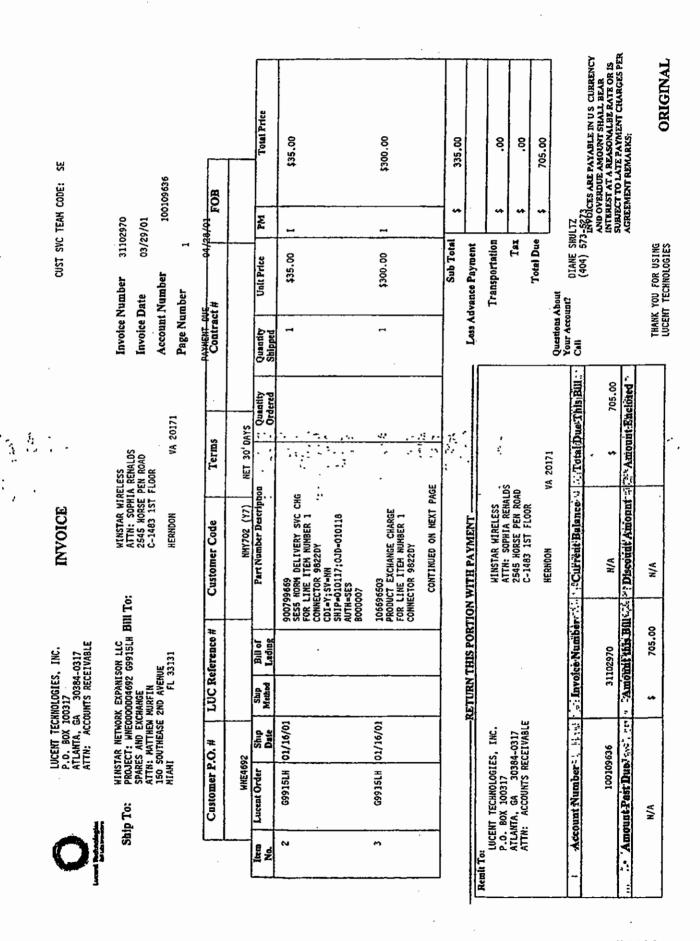


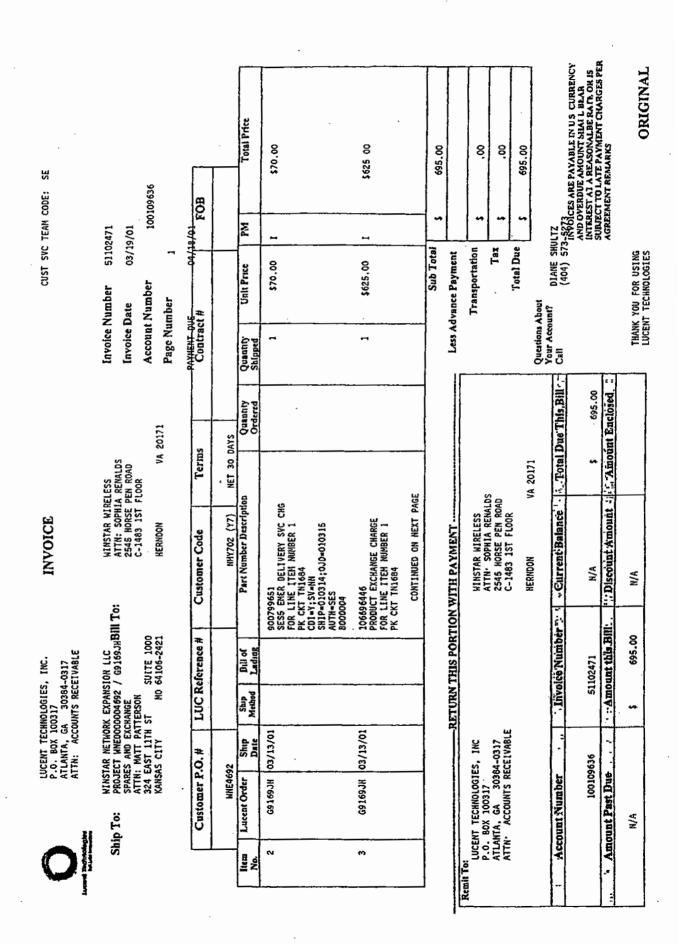


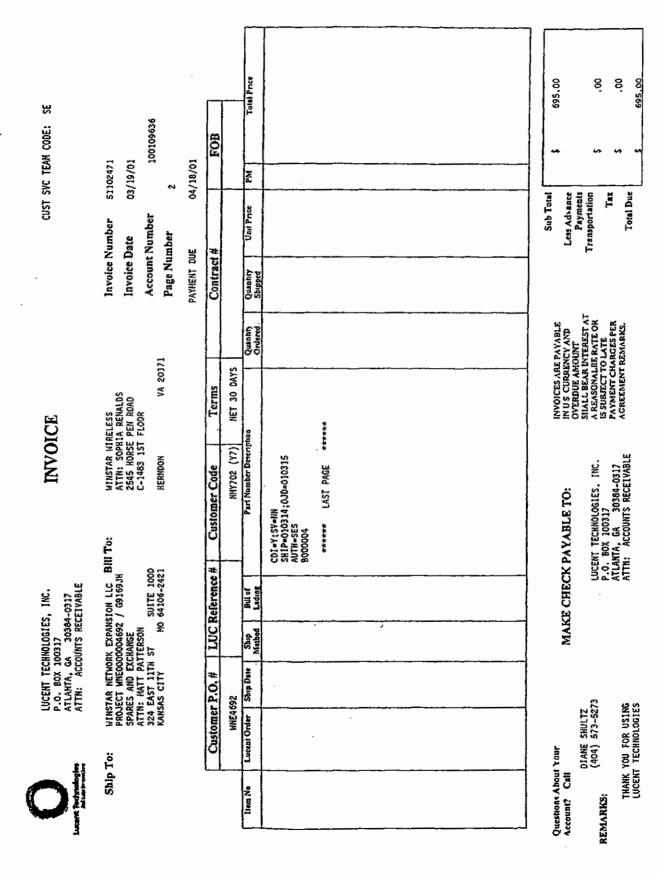


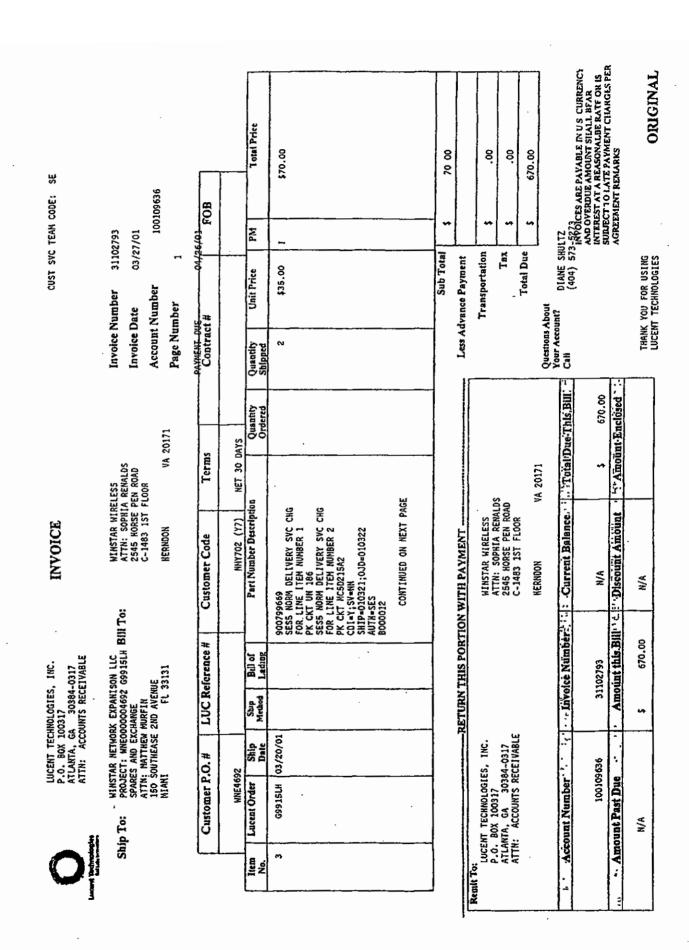




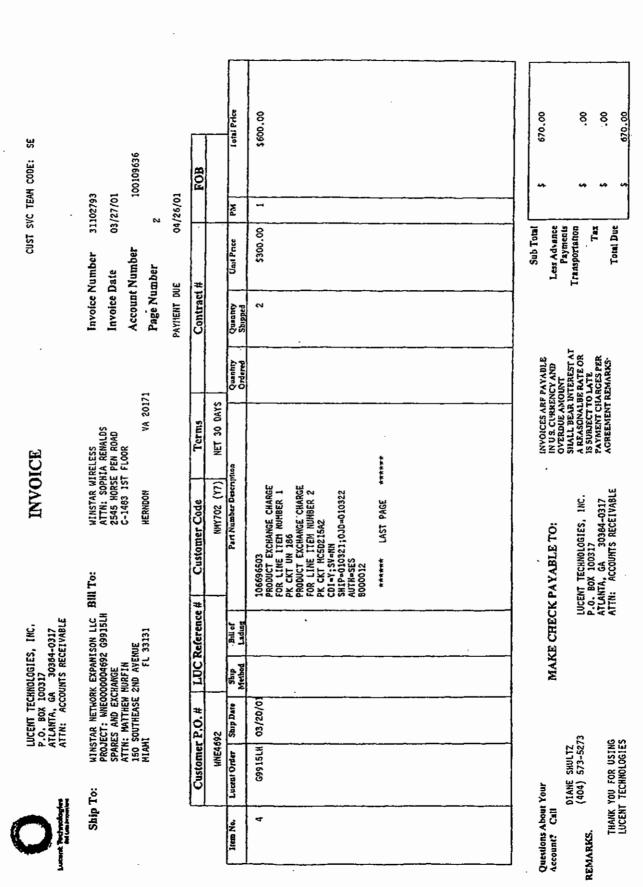


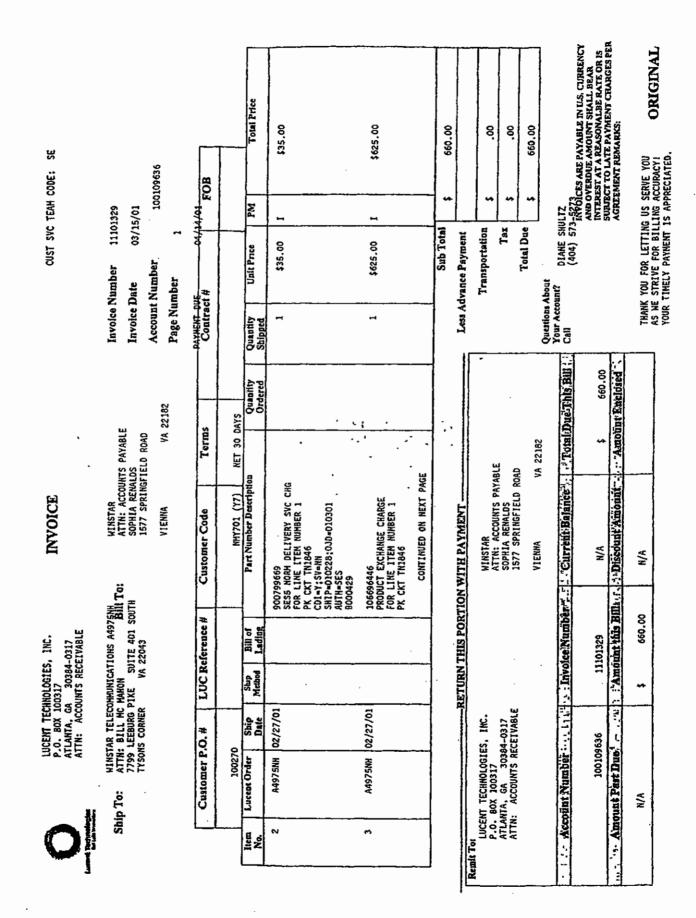


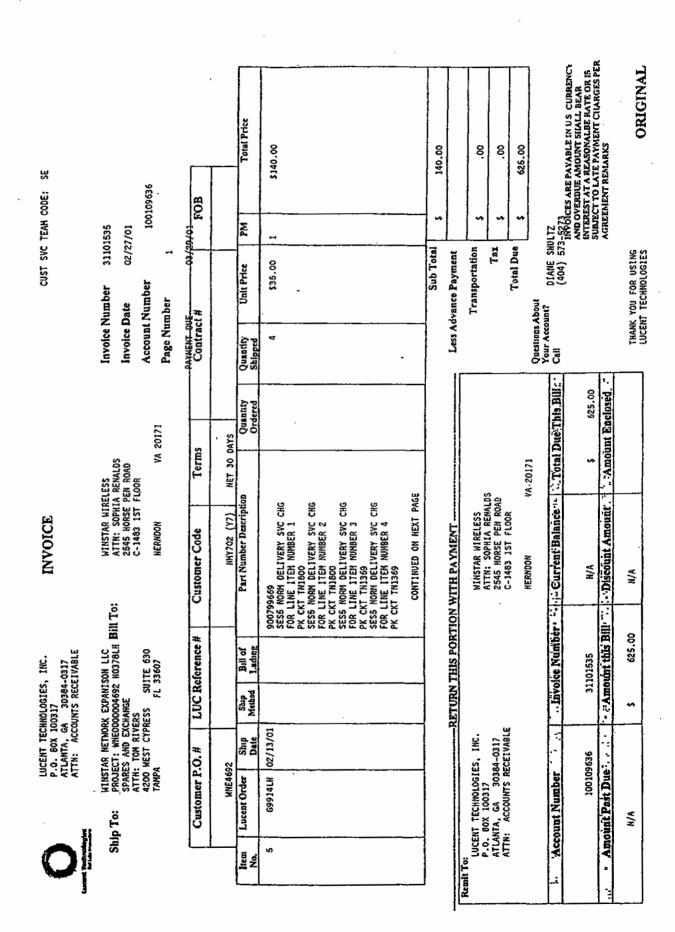




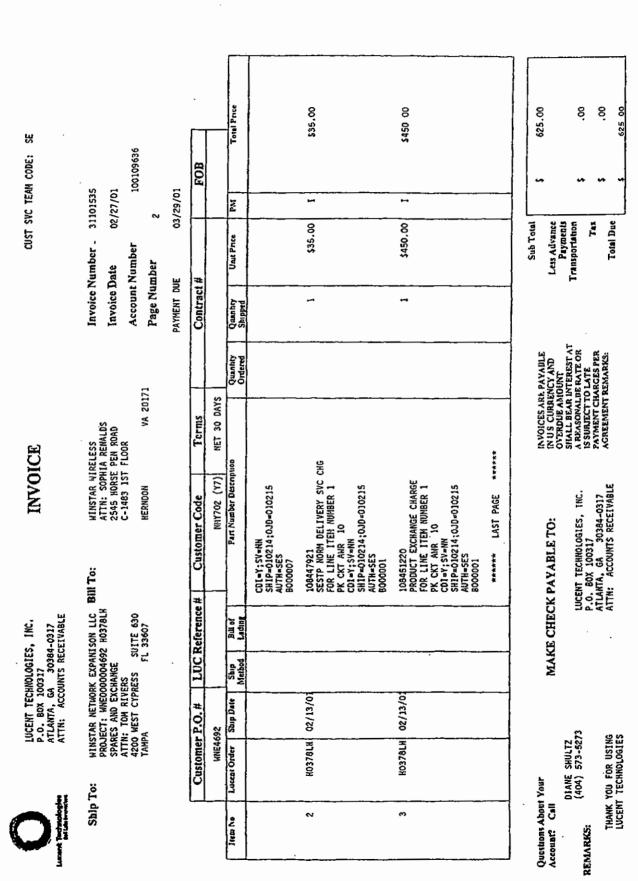


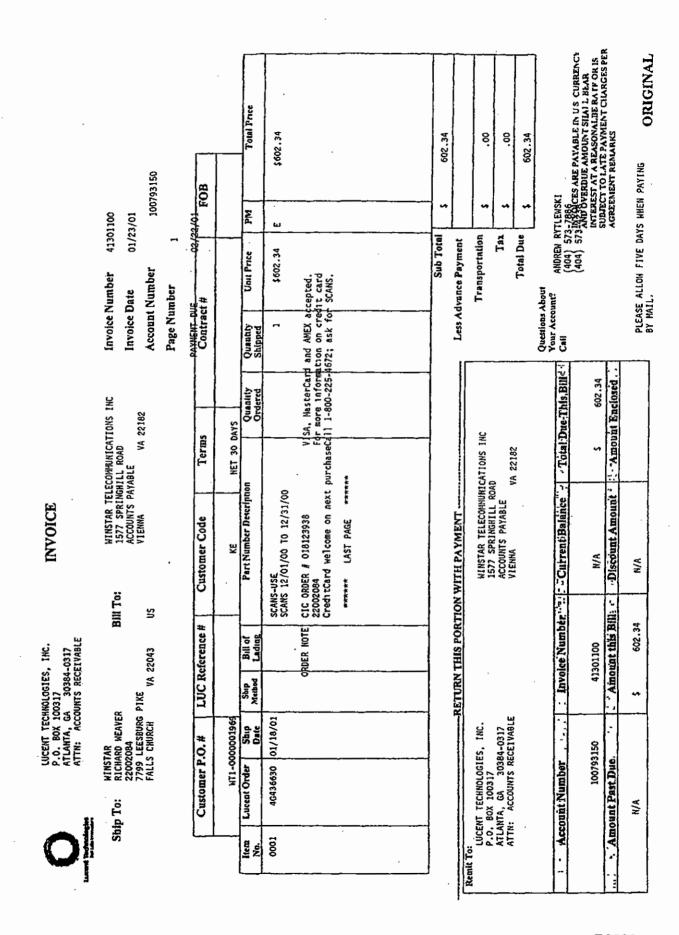


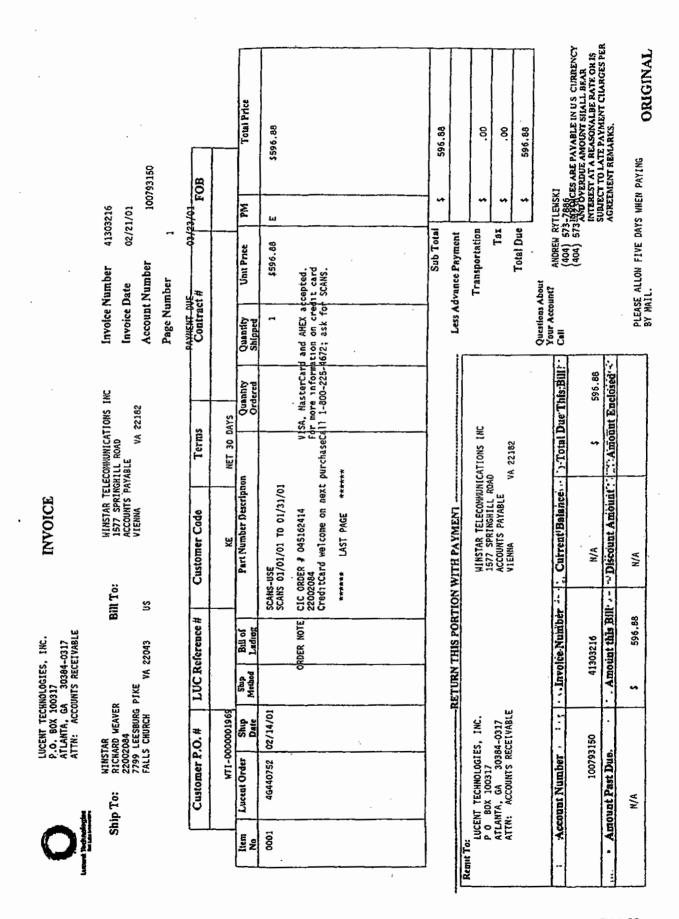


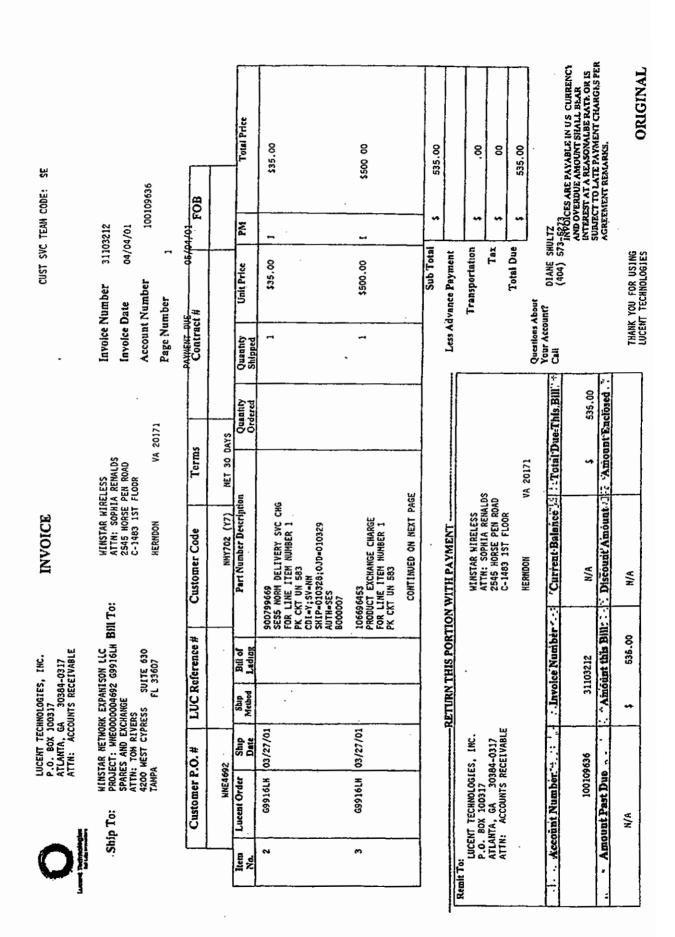


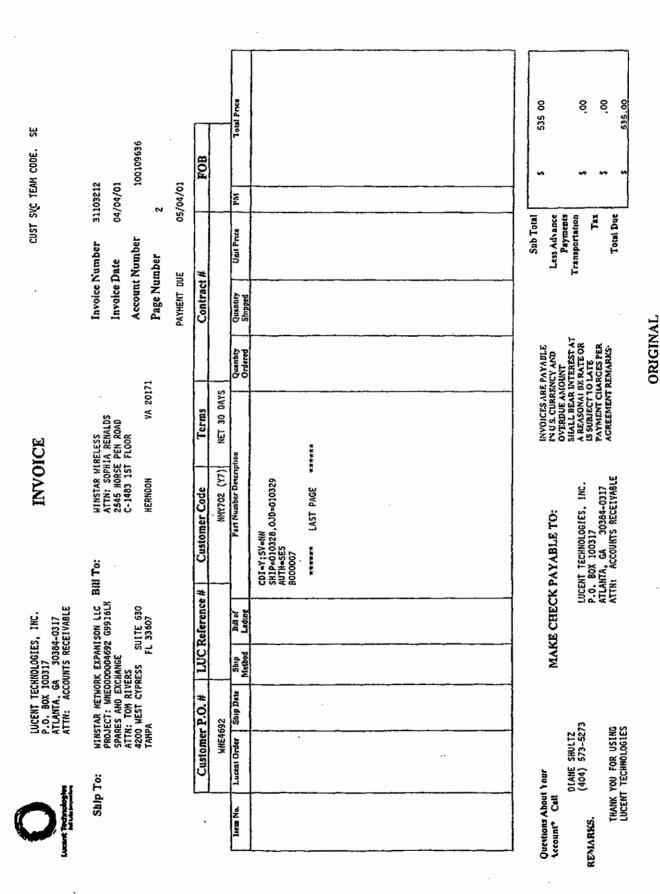
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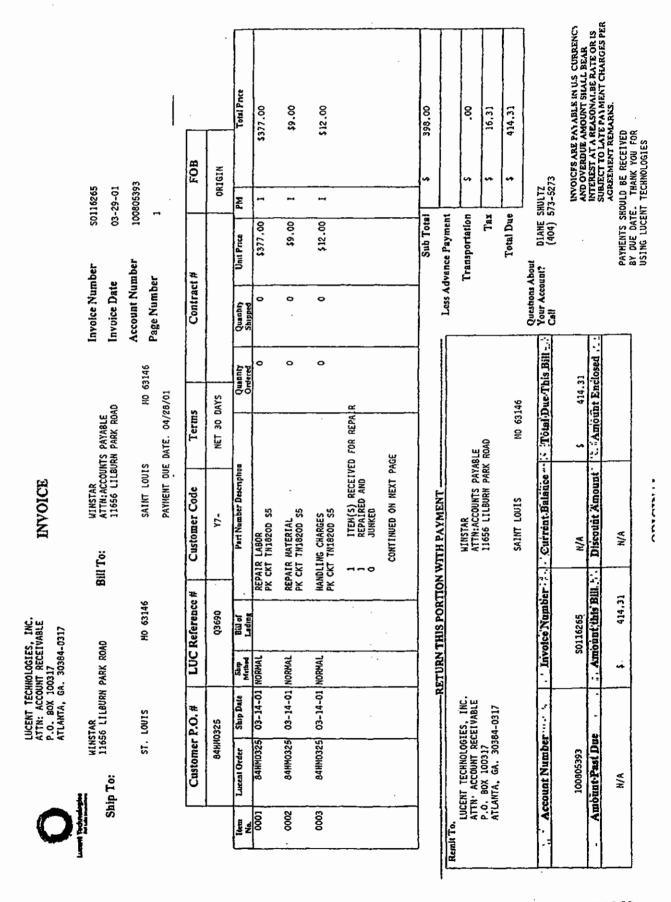


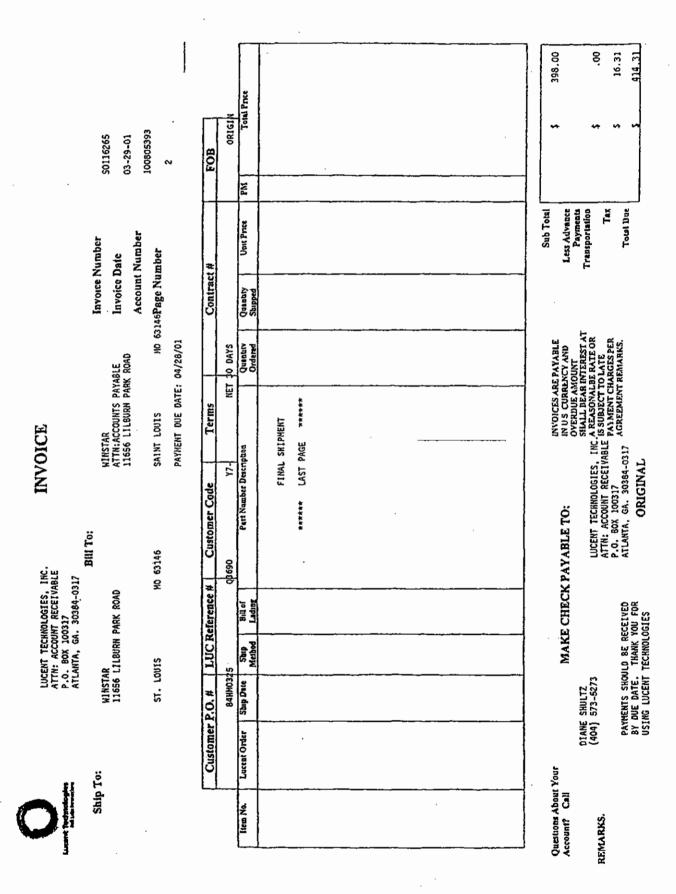


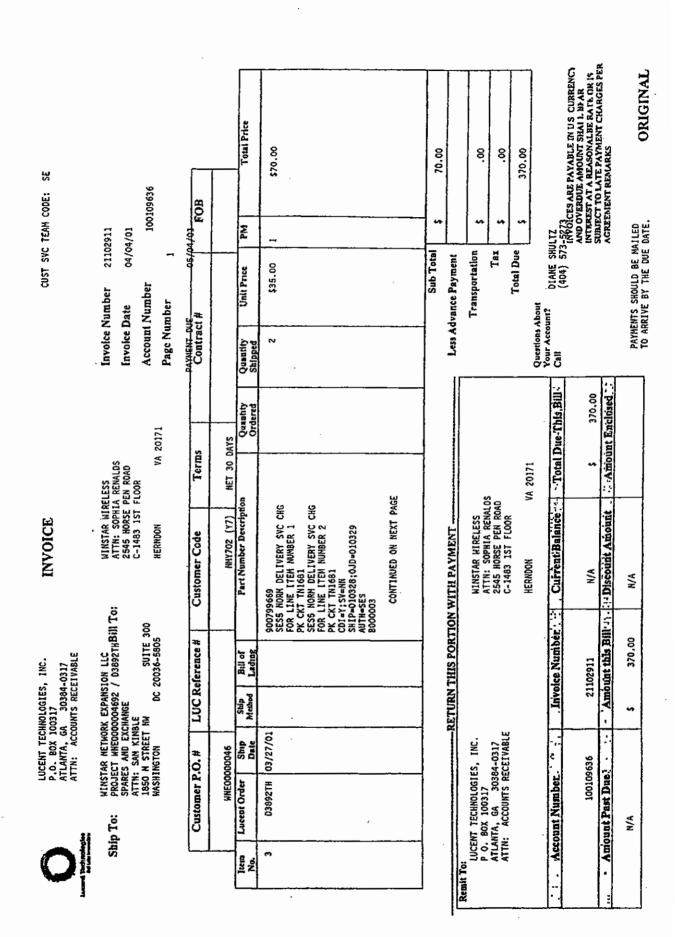


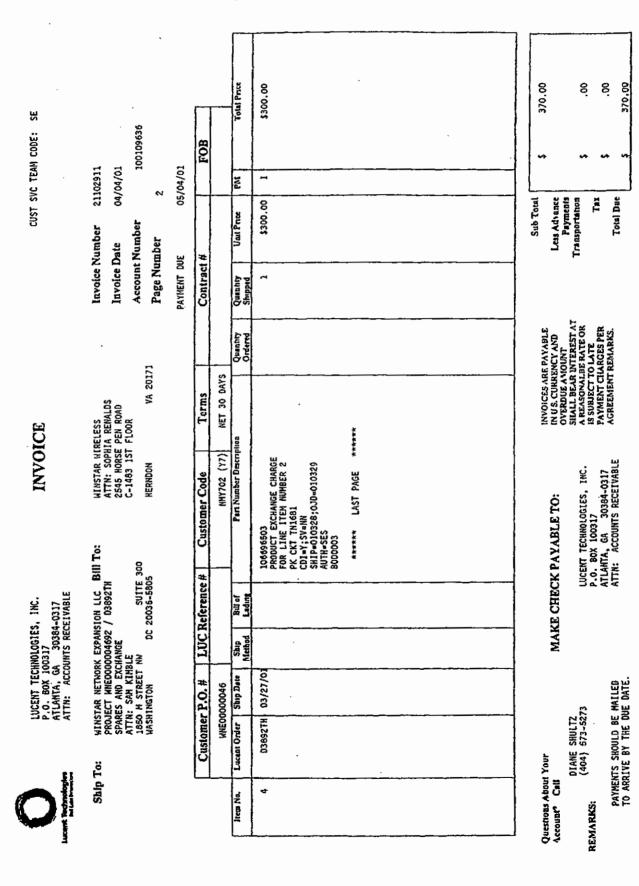


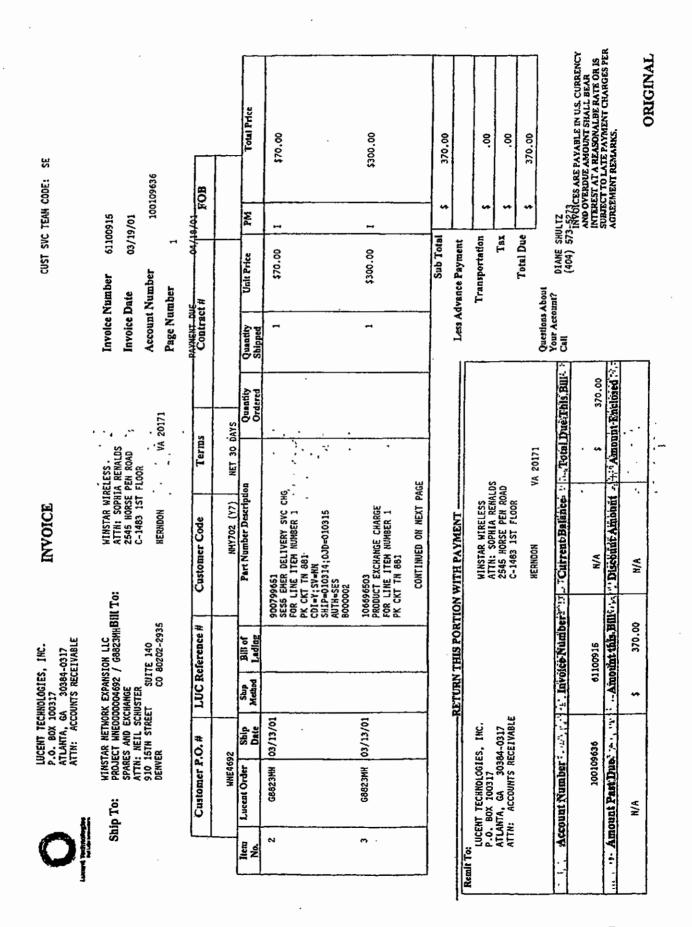




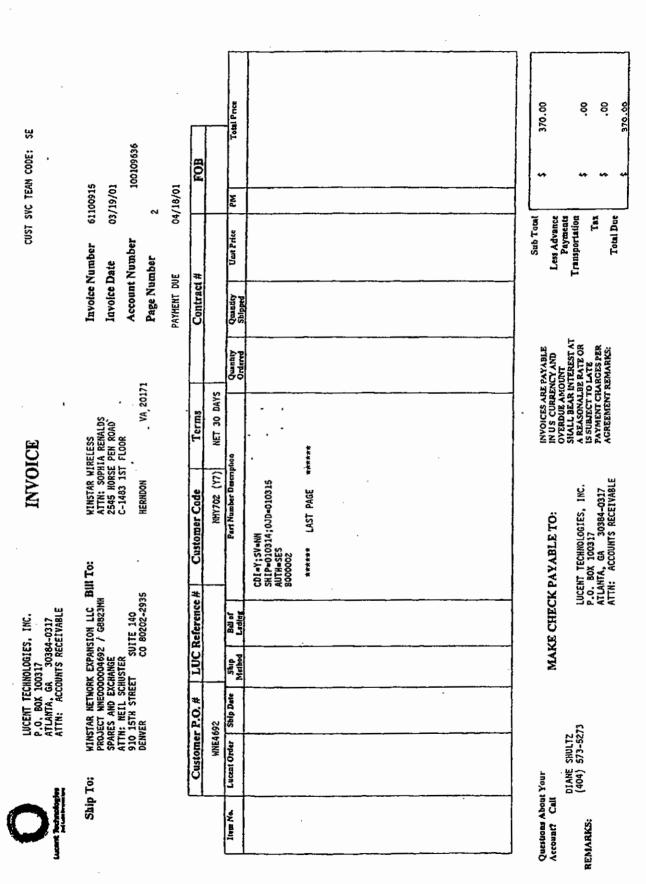


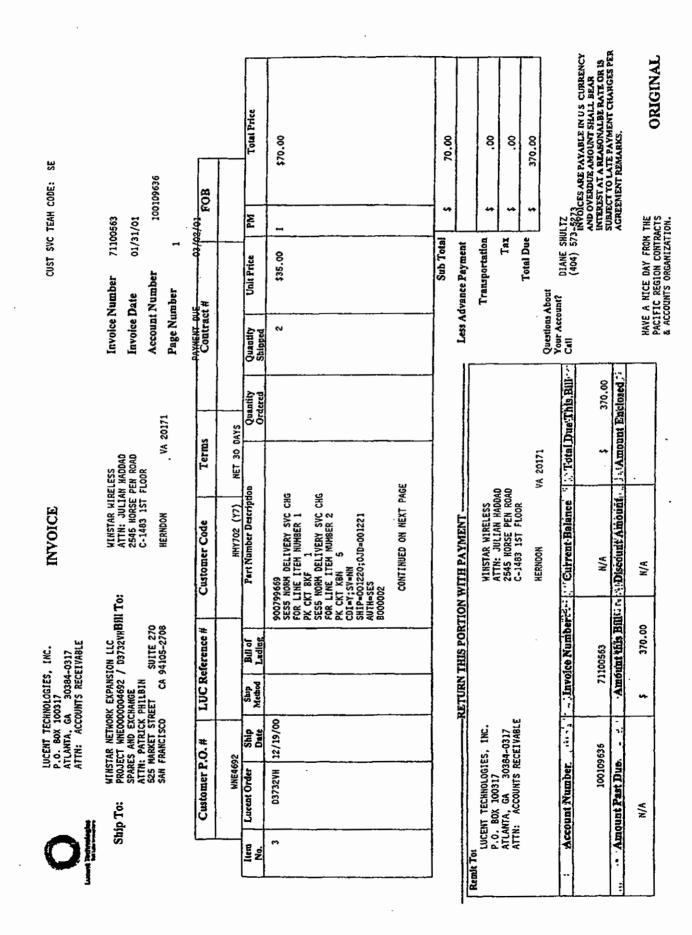




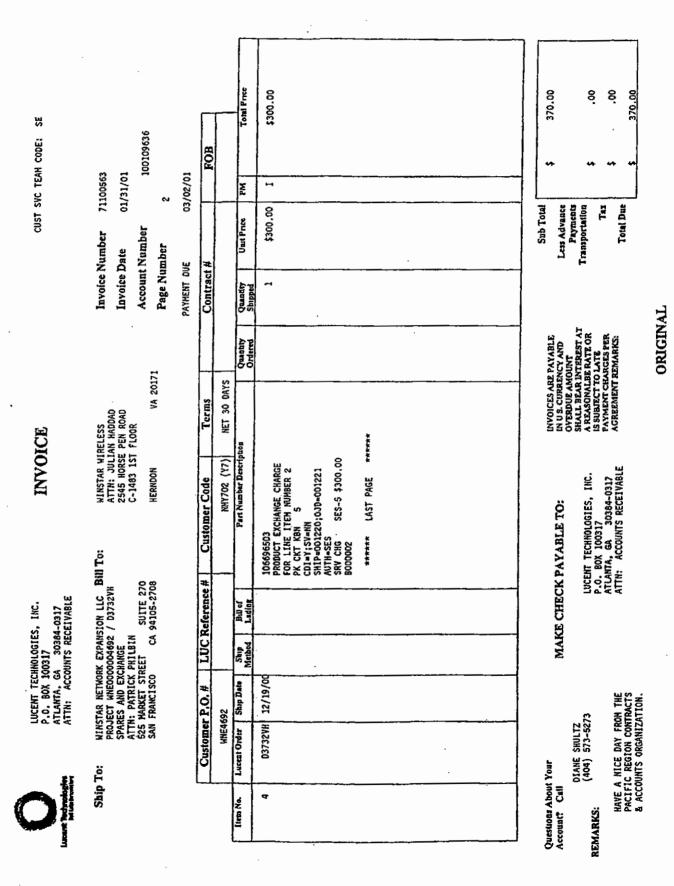


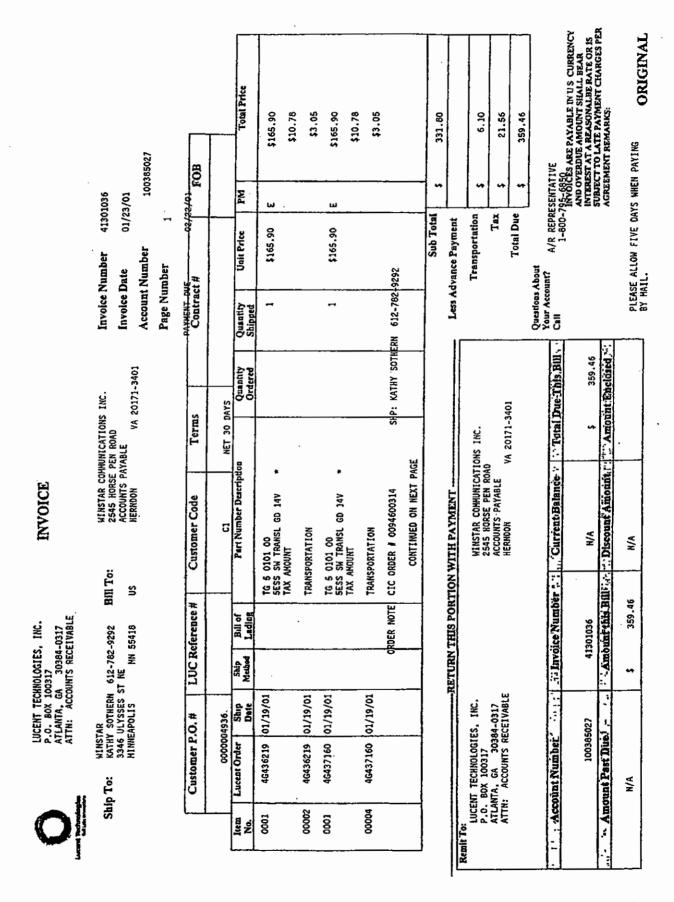
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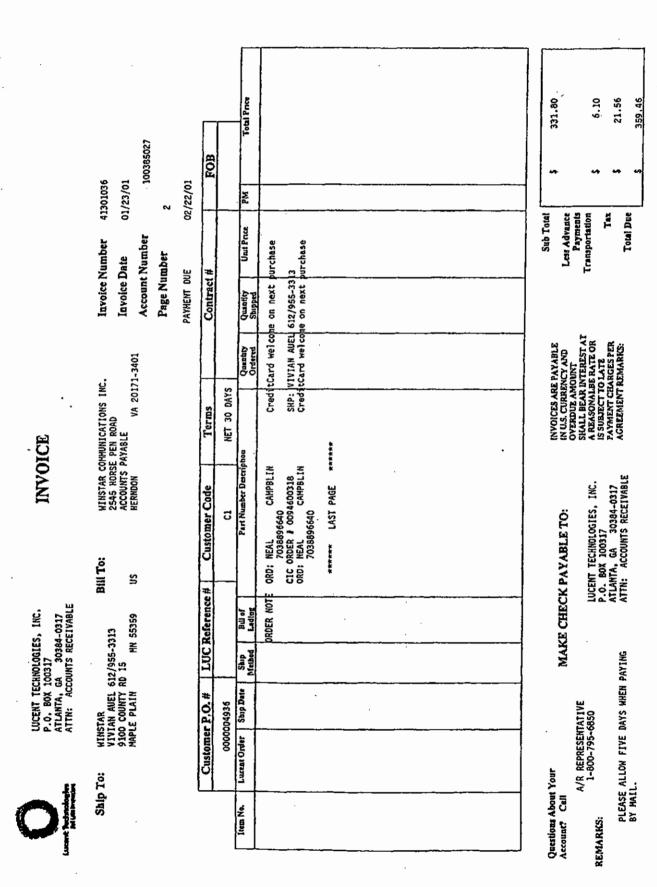


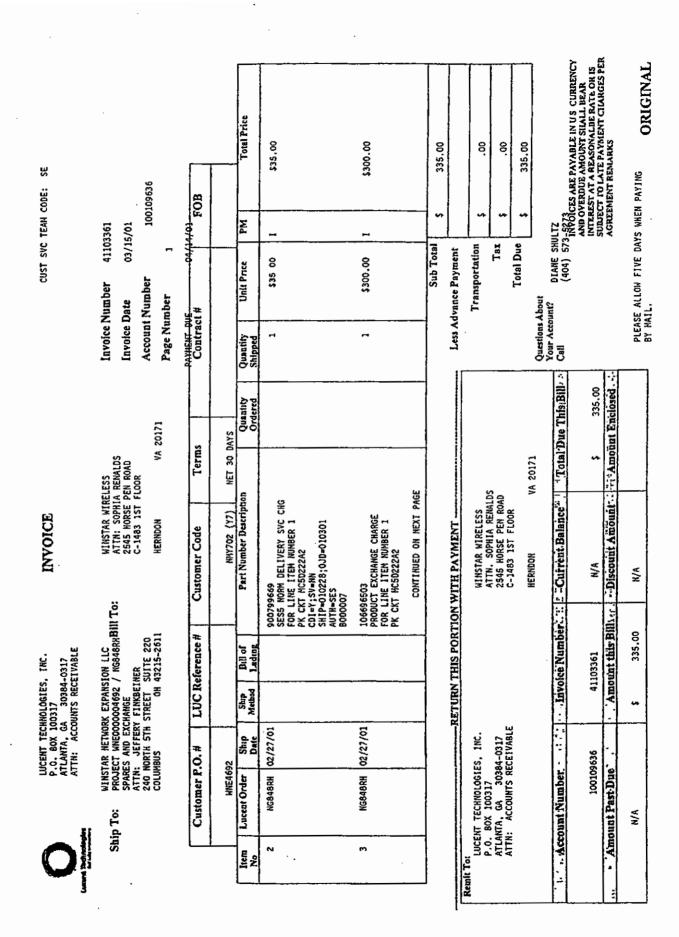
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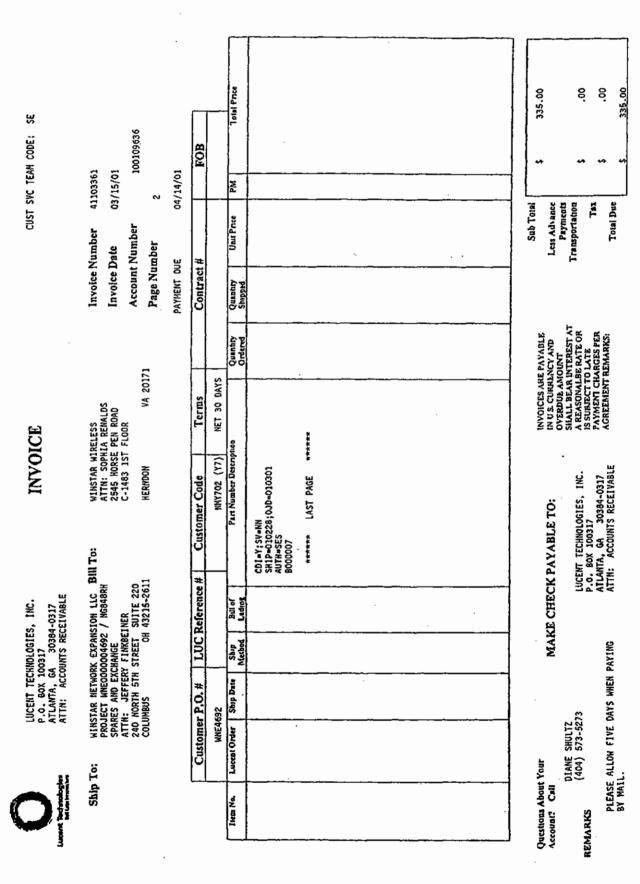


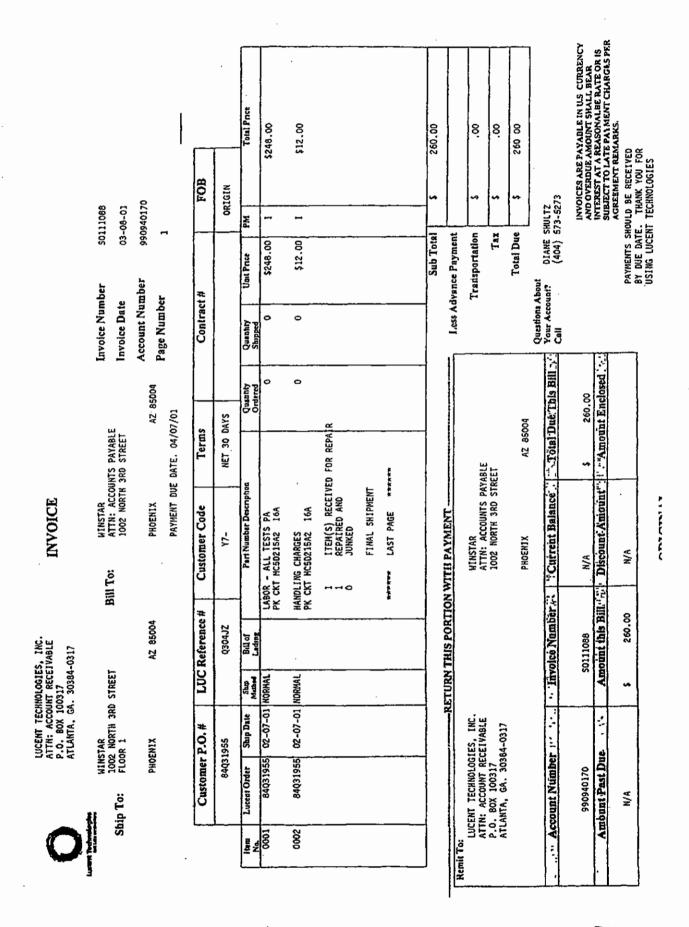


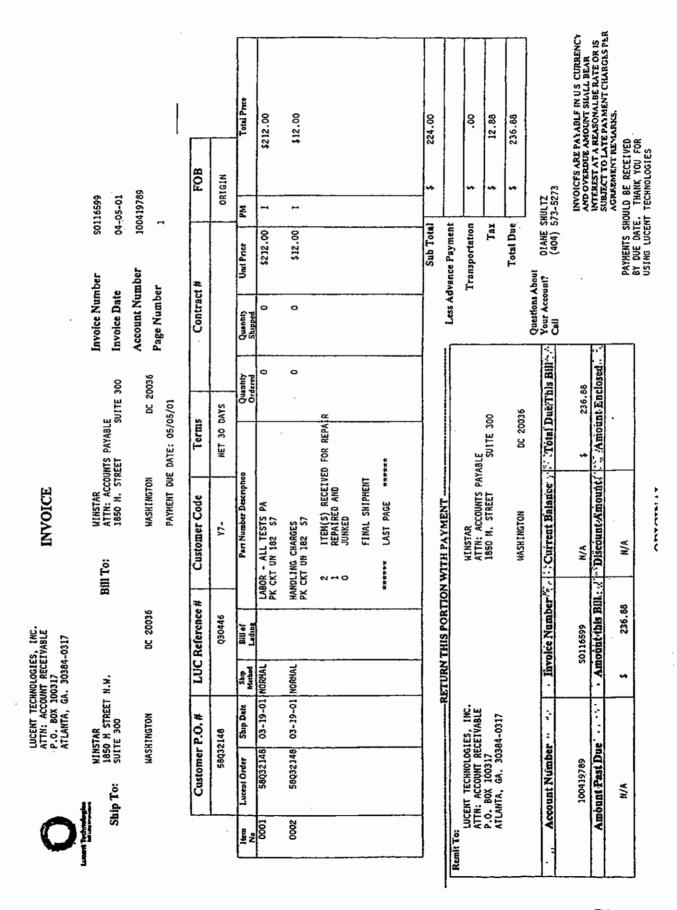
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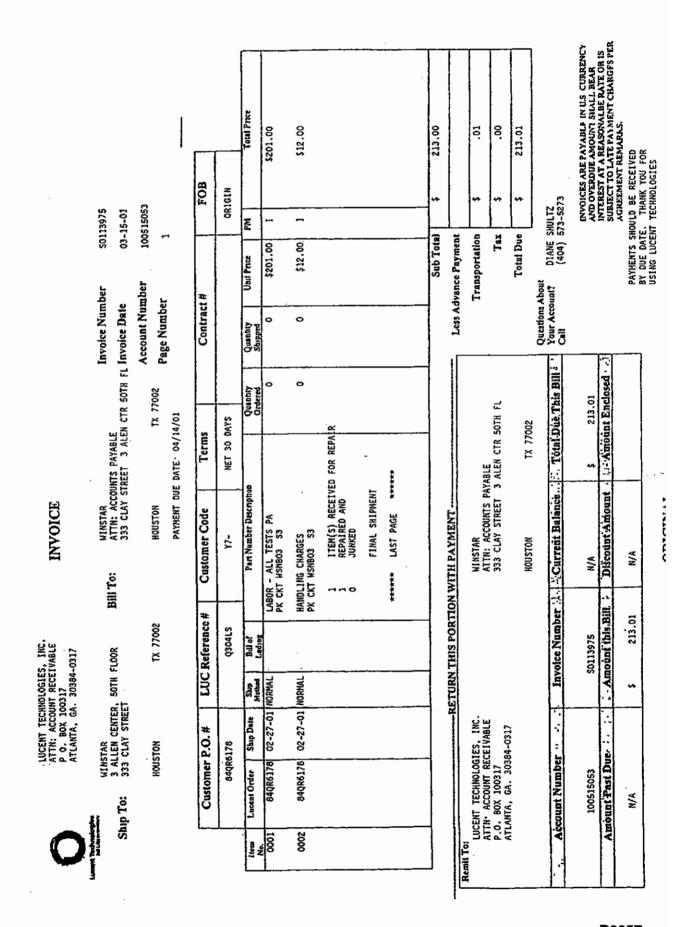


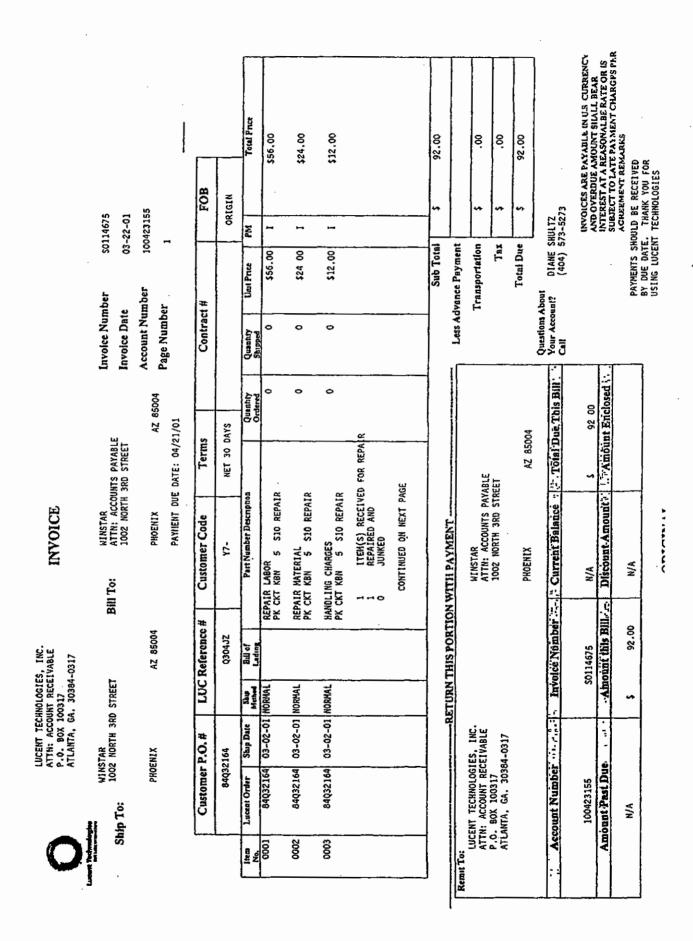








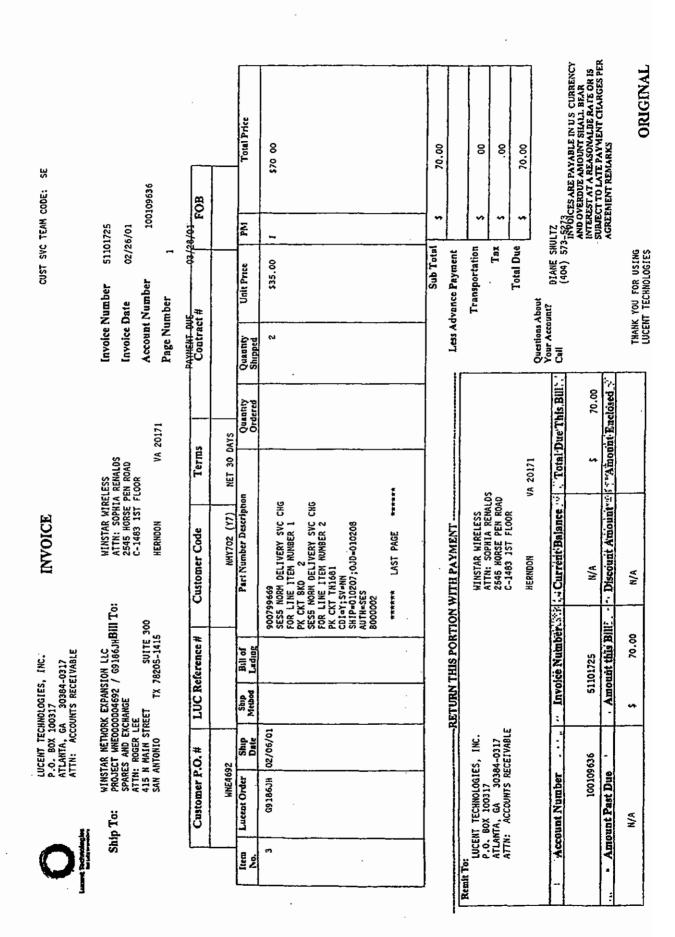




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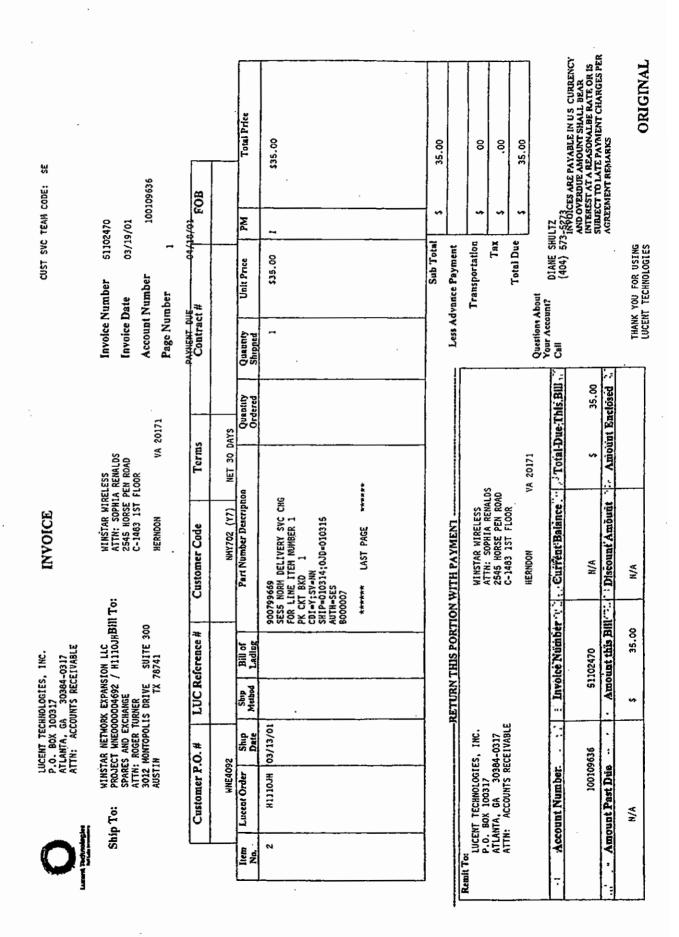
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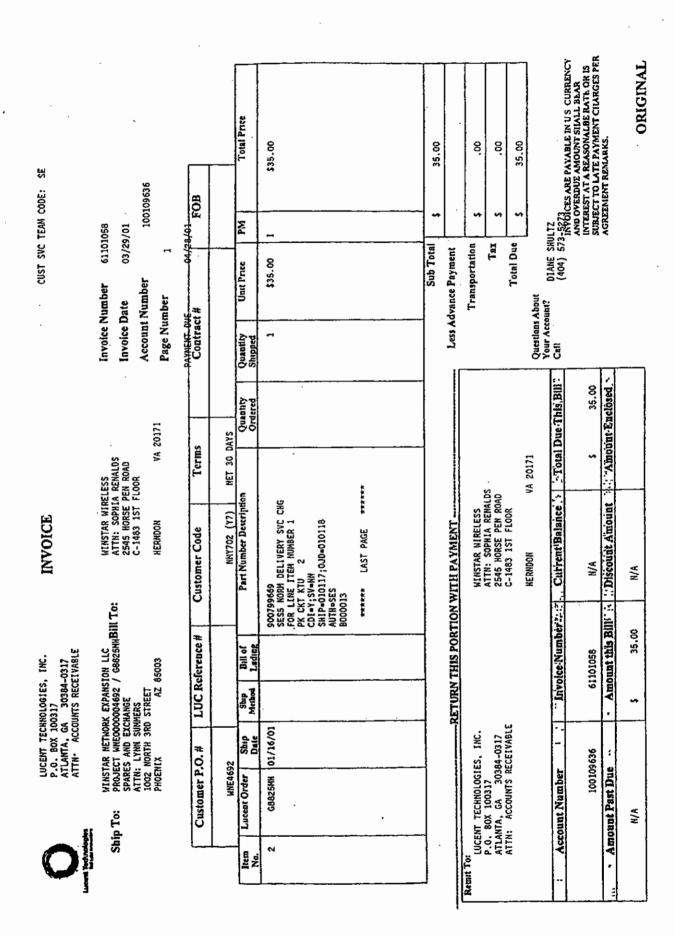
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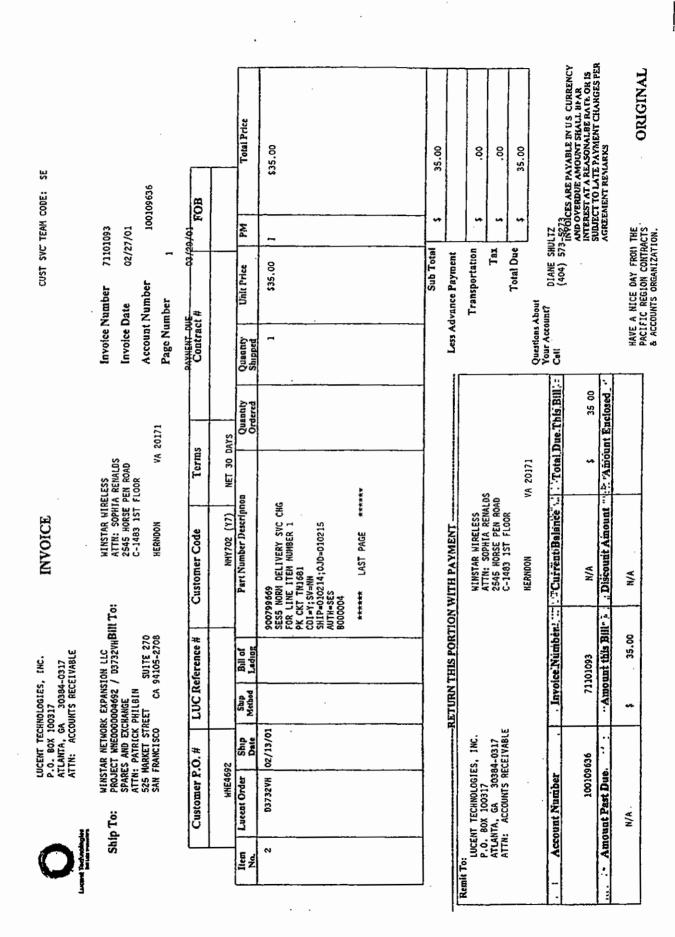
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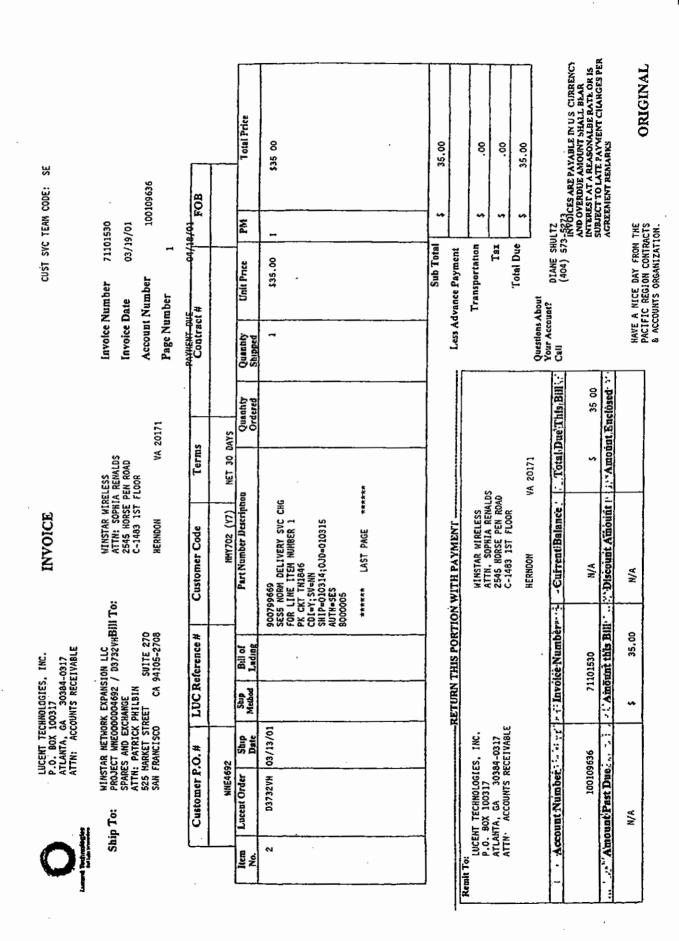
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Filed 06/14/2006 68 of 75

Expert Report

Of

Christopher Stark

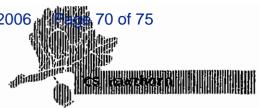
CS Hawthorn Inc.





Limiting Conditions and Rule 26 Disclosures

- The report is intended solely for the information of the person or persons to whom it is addressed, solely for the purpose stated, and may not be relied upon by any other person for any other purpose without CS Hawthorn's prior written consent.
- No opinion, counsel or interpretation is intended in matters that require legal, accounting, tax or
 other appropriate professional advice. It is assumed that such opinion, counsel or interpretation
 have been or will be obtained from the appropriate professional sources.
- I am being paid \$450 per hour for the services offered in this matter and my fee is not contingent
 upon the outcome of the litigation or the content of this report.
- 4. In addition to my own industry experience and expertise, the data or other information that I have considered in forming my opinion is as follows:
 - Standard & Poor's industry survey, "Communications Equipment", dated January 18, 2001;
 - b. CIBC World Markets industry update, "Global Cap-ex 2004: Behind the Kimono", dated
 March 17, 2004.
- 5. I have not testified as an expert at trial or by deposition within the preceding four years.
- My work on this matter is continuing and I expressly reserve the right to amend or supplement the
 opinions expressed herein based on additional information that I may review.

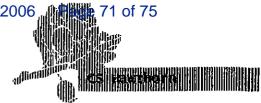


I Background and qualifications

I am president of CS Hawthorn Inc, a consulting firm specializing in management consulting to the telecommunications industry. I have experience in planning, building, accepting and operating telecommunication networks during the period 1999 to 2004, and during that time I was an active participant in the North American optical networks market.

Prior to forming CS Hawthorn, I worked for Alcatel and over the past 18 years I have worked in the telecommunications industry in various capacities and for two of the major telecommunication equipment providers, Alcatel and Nortel.

I have senior executive experience with Alcatel and a proven successful track record in the telecommunications sector in North America (Alcatel is a world leading telecommunications company with products and services spanning personal communications sets to telecommunication systems in international markets). Whilst working for Alcatel in 1999, I moved from Paris, France, to Dallas, Texas to direct the long haul DWDM business and to establish Alcatel as a major player in the North American Optical Networks market. One year later I was promoted to take over responsibility for all of the Optical Networking divisions in North America and, in addition, I was given responsibility for the Optical components division and the Wireless transport division (Microwave). At the peak of the market I had a 1.5B\$ optical networking business and 10% market share in North America. At this time my business secured a number of nationwide network contracts from major carriers such as Sprint and I successfully built a number of networks that are in operation today. As an additional part of my responsibility I oversaw special teams looking at business opportunities beyond the traditional supply of equipment to the carriers. One such project was a collaboration with CityNet telecommunications (a company with technology to lay fiber into the sewers and prevent the disruption of traditional civil works associated with trenching and laying of fiber in major cities). This project examined the feasibility of building metropolitan area networks, connecting major buildings to central office co-location



sites, and as such the planning and logistics of building, and operating the network, formed a key part of the business plan.

Prior to working in the USA I was based in Paris, working for Alcatel at its headquarters, with the responsibility for corporate procurement of strategic technologies.

Prior to my assignment in Paris I had been working in the telecommunications industry on the design, manufacture, and installation of Submarine Networks (undersea telecommunication cables) for twelve years.

П Statement of Conclusions

- In the time frame of 1999 to 2000, carriers held inventory to secure supply of equipment and to help mitigate the risks associated with network build out.
- Vendor and technology substitution was possible but required planning and extra cost to operations.
- iii Transactions at the end of a fiscal period were not uncommon and often resulted in favorable terms being offered to carriers by suppliers.



Ш Introduction

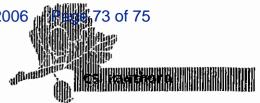
I have been asked by counsel for Lucent Technologies to provide analysis on various issues relating to the deployment of telecommunication networks, including optical networks, in the time period 1999 to 2001. Included in these issues are the following

- i Network planning and build out
- ii Inventory
- шï Technology and the ability to substitute
- iv Vendor selection
- v Transactions and timing

In addressing these issues, counsel for Lucent has asked me to review the February 25, 2004, expert report of Mr. Robert E. Ott, of Kane Reece Associates. I have based the text of my report on my experience, as outlined above, in the optical networking sector from 1999 to 2004. Where pertinent I have made reference to Mr.Ott's report in dealing with the five issues above.

In the timeframe of 1999 to end of 2000, the market for telecom was exploding and spending on network infrastructure, and in particular Optical Networks, by carriers worldwide (a correlation to their forecast for traffic growth), grew in the order of 50%. The growth of demand for long haul equipment (a subset of the Optical Network market) ran at twice this rate and nearly doubled between 1999 and 2000. Competition was fierce as new carriers challenged the existing carriers for customers and traffic growth was expected to deliver lower and lower costs to the end user. In 2001 the market collapsed and precipitated large downsizing within the industry, again the decline was rapid with the overall market dropping 65% by 2002 and the long haul equipment market dropped by 74% in the same period.

¹Reference CIBC world markets report "Global Cap-ex 2004: Behind the Kimono" March 17 2004



IV Network planning and build out

Carriers looking to build a nationwide network prudently follow a number of detailed steps to ensure that their network is dimensioned correctly, on time, at the correct locations and cost effective. The process requires judgment on the size of the market that can be addressed, and ability to capture the percentage of addressable market targeted. It is also a process that has a great deal of momentum built into it and, because of the complex dependencies during the end to end process, there are inherent barriers to changing the direction in a short time frame.

Below I will elaborate further on this complexity and detail some of the steps in this process.

Traffic flow

i

To dimension the network correctly a carrier will look to traffic flow patterns to determine the size of pipe needed between nodes in the network and the interface levels needed to hand off at the layers of the network. At points where traffic would be handed over to another carrier's network both the location and timely availability of connections have to be planned carefully. Efficiency in the network is critical to keeping the cost under control and so it is important not only to know the amount of traffic that will likely connect nodes in the network but also the granularity of the circuits that will be used.



ii Infrastructure

Once a carrier has planned its traffic it must go about ensuring that the infrastructure is in place to deliver this traffic to the end user. In each layer of the network, infrastructure needs to be put in place in a timeframe that meets the end user's predicted demands. In the following paragraphs I will detail some of the logistical issues associated with infrastructure build at different network levels.

Customer premise a

The premise would typically be a building and, to secure access to the building, a lease agreement (with the landlord) would be negotiated for all equipment either in the basement or on the roof. In addition to the lease described above, arrangements would be made for:

- Power, for equipment;
- wiring in the building to connect all equipment;
- Access to the equipment site for install, commissioning and maintenance.

b Access aggregation point

These would typically be locations on a fiber ring that connected to a central office (CO) and were within close proximity to a group of end users. As with the customer premise it was usual for these locations to be third party owned, and maintained, and so lease agreements for space in the building for the equipment would need to be put in place. In addition to the lease described above, arrangements would need to be made for:

- · Power, for equipment;
- wiring in the building to connect all equipment;
- Access to the equipment site for Install commissioning and maintenance;
- Connection to an optical ring (through basement) and leasing of fiber capacity back to CO.



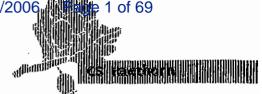
С CO

> CO sites would be the collection point for a series of access aggregation points to feed into. In some cases these would also be locations where equipment would be co-located with other carriers. In the co-location buildings it would be necessary to lease space for equipment (gateway, switch, router, etc.) where the building was owned and operated by a third-party. In these co-locations carriers would arrange for hand off points to the Public Switched Telephone Network and Internet network and this requires agreements to be in place to complete the work between carriers and the purchase of bandwidth from another carrier. In the case of a CO that acted as the gateway to the long distance network, leasing arrangements with the long haul fiber provider would need to be in place and the interconnect point made available.

In each location a site specific design would be carried out to ensure that all services were available for the equipment and to ensure that the number of times a site would be visited would be kept to a minimum. From this site inspection a full Bill of Material (BOM) would be generated, including interconnect cables, etc., that would be used to ensure all equipment to complete a job would be available at the time of install.

đ Equipment

The BOM generated for each site would be used to create a purchase order (PO) and as a check point for shipments. This PO would then create a demand within the manufacturing facility to produce equipment. At this point a delivery date would be given as an acknowledgement to the PO. Lead times for the manufacture of equipment inherent in the industry in the 1999 through 2000 timeframe were up to 30 weeks (from component purchase to equipment delivery) while there was an expectation from the customer carriers of only 7 weeks delivery on equipment after placement of order. As the industry became more and more competitive in 2000, major equipment suppliers took action to secure



volume supply of components to guard against lead times lengthening. Consequently, the manufacturing operation would launch at risk the procurement of parts and some manufacturing to enable the delivery expectations to be met. This risk production purchase was being done using the forecasts given by the carriers and internal and industry analysts.

Prior to shipment of the equipment it was typical to stage and test configurations. Critical at this point was the ship to address given by the carrier, which enabled delivery of the equipment to the end point. It was not unusual to find that site availability did not coincide with the shipment schedule or priority changes within the carrier necessitated the deployment to a new site.

е Network management

In order to manage a network effectively, carriers deploy Operations Support Systems (OSS's), including network management, at central locations. These computer based platforms provide surveillance and fault location for networks and would normally handle the following functions of a carrier network:

- · Billing;
- Revenue assurance and fraud management;
- EMS (element management system);
- Inventory management;
- Fault management;
- Performance monitoring;
- Service management;
- Service activation:
- Service provisioning.

To effectively construct such a system, integration with the equipment deployed in the field is critical. To ensure that full interoperability exists, extensive network tests are carried out in labs in a process that can take many months to complete.

Confidential



Introducing a new piece of equipment into an existing network would normally require an upgrade to the release of the management system to handle the new equipment; this is a process that can take many months to develop and also requires close cooperation between the equipment vendors and management system.

f Install

To install the network requires careful logistical planning by program management. Both carriers and suppliers spend a lot of effort to ensure that the risk involved in aligning these logistics is limited. Two examples of actions taken by both parties were as follows:

- Where possible standard configurations would be used to limit customization at a site and limit the risk of encountering new problems during install.
- Carriers would limit their exposure to logistical issues by having suppliers ship equipment to a warehouse prior to site availability and this ensured that work could start at a site as soon as they had secured the infrastructure (for example, fiber and realestate).

On a typical installation job installers would travel to a site and receive the material for the job, install kits, etc., as well as the equipment. The installers would place and wire all equipment to the specification given and agreed by the customer, and have power available for the equipment to be switched on and tested.

Attainment of the network build dates was critical to all concerned. When delays occurred the emphasis was always placed on the supply base to hit the original plan, for the network build out or, at the minimum, improve on their performance. This was true regardless of the source of the delay and, as a supplier, I was requested to assist with logistical problems that were under the carrier's responsibility (such as location availability or fiber availability). Consequently, if schedules were at risk, a recovery plan was expected that would remove some or all of the delay and it was rare to see a significant delay declared and accepted without strenuous efforts to avoid such a delay.

g Commissioning

Post install commissioning is the verification that the equipment is both configured and wired correctly and that there have been no failures of equipment during shipment or install. Depending on the site this can take four weeks or more to complete. Should any system level testing of circuits be needed then access to other sites has to be gained. This becomes more complex as networks are built in phases and traffic is applied to earlier deployments. Carriers are very protective of their network performance to existing customers and consequently it becomes a logistical issue to provide network tests when one site involved has live traffic. Ensuring that all of these dependencies line up is the job of project management, as is the responsibility of creating a recovery plan, as mentioned previously. However as the network grows there become many more uncontrolled dependencies that can adversely impact the timing of network availability.

П Inventory

On page 14 of Mr. Ott's report, he draws the conclusion that it was not prudent businesspractice for a customer to hold inventory months ahead of planned install and that this prevented the customer from choosing newer technology. In my opinion, achieving this flexibility of supply was not feasible and the optical networks industry was not in the state that Mr.Ott alludes to.

Customers who were engaged in large network build outs planned and executed their build outs in a very meticulous manner. This was imperative to the carrier in order to manage the logistical complexities of building the network as set forth in my discussion on network build out.

In nationwide network build outs, carriers held inventory to buffer against supply issues and facilitate network deployment. The amount of inventory held would depend on the aggressiveness of their build plan, the more aggressive a plan being attempted the larger the inventory would be. In my experience there were a number of events that could impact a network build and these ranged from the failure to have equipment on time to not having the key to get into a location. The cost of deploying networks is substantial and actions were taken to ensure that as

much certainty as possible could be worked into the "ready for service" dates. Carriers negotiated bandwidth leasing agreements with each other at points where traffic was passed between one network and another. Failure to put the network in service at the time the agreement began resulted in costs being incurred for the lease without the ability to take revenue from customers.

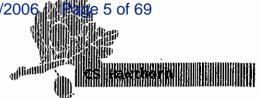
In support of the observation I make, regarding the holding of inventory by major carriers, the events of 2001 to 2003 demonstrated both the extent of inventory held by carriers and the damaging effect on the suppliers. As the market slowed dramatically in 2001, carriers started to cancel orders for equipment and cut forecasts. In extreme cases the carrier would completely stop purchases on equipment. The inventory that they had held became more significant as the extent of the slow down became apparent and many carriers had been building with aggressive market forecasts. In at least one instance I found that a carrier had over one years worth of inventory, based on their revised forecasts post 2000, and this proved devastating to my business because I had relied on the take rate from the carriers to size my supply chain.

Three of my biggest customers AT&T, Sprint and Worldcom all had inventory and this magnified the slow down for suppliers like myself.

With the benefit of hindsight one could draw the conclusion that carriers should not have held inventory because the market growth was going to end. However, carriers and suppliers acted with the information available at the time and, as the growth in the market was predicted to continue for a number of years, the behavior of the carriers was commensurate with supporting rapid network build out. Consequently, my observation is that the major carriers ensured security of supply of equipment through inventory and therefore reduced the risk of late completion to networks.

III Vendor selection and substitution

I have read Mr.Ott's report and I disagree with the conclusion he draws at page 25 that the equipment was readily available from several vendors. Although it is true that several vendors had the technology to build out the Winstar network, in my experience equipment vendor's supply chains were not flexible enough to deal with large changes to the demand in a timely fashion. In

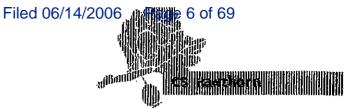


1998 and in subsequent years the demand for optical networks grew at a pace that equipment providers found hard to keep up with, as described in the introduction.

In general major vendors were building capacity "in house" and as such a number of new facilities were built in that timeframe. However the capacity from these new facilities took time to come on line and in several cases production constraints were overcome just as the market fell in 2001. As pointed out by Mr.Ott on page 4 of his report, the number one supplier, Nortel, had had problems in the supply of equipment up until the middle of 2000 and had increased production capacity to overcome these issues. My experience, at the time, was that equipment vendors were constantly pressured to increase capacity and in my case I constructed a new facility for Optical Networks in the time frame discussed.

I would also point out that in the major complex networks that I was involved in, the vendor selection process was very detailed and meticulous. Buying decisions affected a company over a number of years and consequently these decisions were not taken lightly. Major carriers would typically proceed along the following steps.

- 1. RFP/RFQ sent out to suppliers and responses evaluated, this is a process that could take several months to complete.
- 2. Selected supplier begins test phase with customer to prove capability. This process again could take several months to complete, as the vendor had to configure and ship equipment to a lab and perform a test plan. In most cases this process was elongated due to the necessity for integrating the equipment with the network management system from the customer.
- The customer would then have to partition the network to allow for a second/replacement supplier to be integrated into the network in a manageable way.
- Contract negotiations and sign off of supply agreement between carrier and supplier would take place. This activity would happen during the test phase and provided no major issues arose between supplier and customer finished just after acceptance of the test phase.



- Customer operations staff would then be trained on the new equipment and depending on the size of the network and the size of the operations group this would last several weeks.
- 6. At a point in this process a supplier had to start ramp up of production capacity of their equipment and in many cases this required adding to current capabilities or building new facilities. In the case of very large supply agreements for national networks it could take in excess of five or six months to move from standing start to full production.

In summary, my experience was that there were a number of very capable vendors around at the period in question and, given time, any one of these could have stepped up to supply a new nationwide network. However to accomplish this required time, money and effort. The cumulative effect of each of the steps set forward above could typically take a year or more and required the customer to take attention away from current builds to integrate a new plan. Although a carrier could short circuit the steps above, and shorten the selection process, this introduced risk. From my observation, the complexity and time taken to introduce an unplanned supplier created an added barrier to replacing the existing supplier because making the switch costs time and money.

IV Technology substitution

Mr. Ott raises the issue of substituting technology in network builds. In particular I would like to address the quotes on page 24:

"It would not be sensible to order equipment a year or more before it could be practically used"

Rather,

"It would have been a better course of action to thoroughly evaluate the economies and technical claims of alternative suppliers as one approached the real dates for deployment".

This statement does not reflect the process by which a carrier selects technology and vendors for their network and does not reflect the behavior of the telecommunications industry from 1998 to 2000. Clearly network equipment choices made at the beginning of planning a

network in 1998 would look very different from the same exercise in 2001. Equipment advances moved at pace through 1999/2000 with a number of new entrants in the market. However, technology platform decisions are made when planning a network (as opposed to in hindsight) and represent a large investment for the carrier. Because this represented a major investment, carriers would typically request that upgrades be planned for the equipment platform and rolled out into the network as needed. The upgrade path for a platform would typically add hardware and software features to the existing product and provide carriers with more options to purchase from. Consequently, care was taken at the vendor selection phase by carriers to ensure that suppliers and their products could evolve with the networks. This represented another reason for carriers' reluctance to switch suppliers and remain with the equipment platforms over time.

In my experience, carriers continued to build with equipment many years after the first selection was made. Even today, carriers such as Sprint, AT&T, Verizon and SBC purchase equipment that was conceived in the 1990's.

It was not common for carriers to switch suppliers in the middle of a supply agreement to build out a network and it was very unusual for a carrier to make short term decisions on equipment supply based on the latest product on the market. Evaluations of new technology were generally directed at designs for the next generation of the network, and a carrier's current network build was the domain of the operations and deployment group. This was reflected by the fact that on several occasions, in my role as Group VP of Alcatel Optics, I tried to gain a foothold in a carrier as a second or substitute supplier and each time I was unsuccessful. The reasons given to me for my lack of success were the cost of introducing a new supplier through training, spares, network management, etc., and is reflected in the section I have written on vendor substitution.

V Transactions and timing

During the period from 1999 to 2001, it was common for manufacturers of equipment to be focused on meeting revenue expectations and capturing market share. One way of achieving this was to secure an end of year deal or in the case of some vendors, an end of quarter deal. In my experience, in the industry, I was aware of these types of deals being done and, prior to the acquisition by Alcatel, DSC (Digital Switch Corporation) had gained a reputation for entering into quarterly deals. In talking with the sales force of the former DSC, I found that regularly entering into quarterly deals became a practice that customers would take advantage of and consequently the large quantity of sales orders would arrive at the end of that quarter.

In the case of an end of year deal, which I did enter into, a carrier would look at the capital expenditure left from the year's budget and spend the shortfall by extracting a favorable deal from one of their suppliers on products that they would deploy later. However, it was my experience that to secure any end of fiscal period transaction, purchasers would take advantage of the suppliers' need for revenue and market share and expect large concessions and as a vendor it would invariably lower the margin.

VI Conclusions

- i In the time frame of 1999 to 2000, carriers held inventory to secure supply of equipment and to help mitigate the risks associated with network build out.
- ii Vendor and technology substitution was possible but required planning and extra cost to operations.
- iii Transactions at the end of a fiscal period were not uncommon and often resulted in favorable terms being offered to carriers by suppliers.

C\$ Hawthorn

Date: March 30, 2004

Name: Christopher Stark

Title: President

Company: CS Hawthorn

Signed:

Confidential

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Case 1:06-cv-00147-JJF Document 30-6 Filed 06/14/2006 10 of 69

APPENDIX A

Confidential Page 18

B2084

Home: 972 712 0968

Office: 972-371-1305

Christopher D. Stark

8204 Bartley Circle Plano, Texas 75025

chris.stark@sbcglobal.net

EXECUTIVE SUMMARY

Senior executive with a proven successful track record in technology based environments. Has a wealth of experience in the design and deployment of Telecommunication Network's. Demonstrated experience and expertise to take a company forward in even the most difficult of times. Competent in all facets of running a multi billion dollar company in both rapidly growing and declining markets. Excellent negotiator and has an ability to construct deals involving complex relationships.

PROFESSIONAL EXPERIENCE

CS Hawthorn (Oct 2003 to present)

President

Formed a management consulting company to offer business strategy and marketing services to small companies. In the last four months has expanded experience into new business sectors such as automotive parts and control systems.

- Provided market placement and entrance strategies
- Pricing and competitive landscape analysis
- Introductions to Carrier customers and equipment vendors
- Due diligence services including
 - · Purchase price analysis
 - Business plan development
 - Private equity funding introductions and assistance
 - Technical analysis of products
 - Organization strategy both pre and post acquisition
- Management team analysis

Alcatel, (1994 - 2003)

Alcatel is one of the world's leading telecommunications companies with products and services which span personnel communications sets to telecommunication systems in international markets.

Christopher D. Stark

Page Two

Group Vice President, Alcatel Optics, North America, Dallas, Texas (2000 – 2003)

Responsible for the Optical Networks, Wireless Transport, Alcatel Optronics and Astral Point business units. Fully accountable to the CEO of Alcatel America and the President of Alcatel Optics Business Division for all operations in the North American market. Areas of responsibility included Market Penetration, restructuring, acquisitions, P&L, divestures and customer satisfaction in multi site and multi national environments.

- Achieved \$1.5B revenue in North America.
- Grew the Optics to 13% of market share in 2001 which was the first time for double digit market share in many years.
- Retained market share gain during the market contraction of 80% in two years.
- Led the acquisition of Astral Point and negotiated other acquisitions.
- Ensured the healthy profitability of the wireless transport division.
- Developed the wireless market strategy for MMDS technology in broadband access.
- Divested manufacturing facilities and concurrently maintained output.
- Divested the optical components business to Sanmina.
- Divested product lines to legacy based companies.
- Turned a major quality issue with Verizon around and hit the goal of customer support.
- Effectively recruited, trained, managed and retained top-quality staff with an unsurpassed commitment to quality and professionalism, which directly impacted company image and customer loyalty.

Vice President/GM, Intelligent Optical Networks Division, North America, Dallas, Texas (1999 - 2000)

- Profit and loss responsibility for the leading optical technology products business with annual revenue of ~\$800m and a product and sector budget in excess of \$100m annually.
- Achieved a significant win to build out the backbone network of Sprint and turned around failing product line.
- Built an operations organization and facility that quadrupled the capacity in one year.
- Doubled the sales of WDM in the USA and filled the capacity of the new facility in nine months

Technology Marketing Director, Alcatel Telecom Corporate Office, Paris, France (1998 - 1999)

Major responsibilities were to establish an advanced procurement organization across Alcatel that enabled the acquisition of advanced technologies at the earliest opportunity while managing the risks associated with such acquisitions.

Technology Marketing Director (continued)

- Performed supply base market assessment on technologies required by many business divisions of Alcatel (e.g. Optical, Semiconductor, Internet, electromechanical).
- Identified suitable supply infrastructures and negotiated frame agreements to secure supply cost, logistics and quality.
- Developed internal and external relationships with Marketing Directors, Chief Technical Officers, Chief Executives and Purchasing Directors.
- Managed the successful implementation of an Optical supply strategy for Alcatel Telecom and the
 acceptance by the board of a future business strategy for the Optoelectronics component manufacturer
 within Alcatel.
- This assignment ended after I was requested to come to the USA to run the Optical layer products.

Christopher D. Stark

Page three

Alcatel Submarine Networks

Terminal Development Manager - Greenwich, London, England (1995 - 1998)

Responsible for all R&D activities on the development of land based transmission equipment. Responsible for the introduction of products into manufacture. Development team of ~80 engineers and an annual expense budget of £3 million.

Advanced Product Development Manager - Greenwich, London/ Paris, France (1994 - 1995)

Responsible for research and initial development of all products related to Submarine Systems. Prime interface for the activities in the Central Research Facility in Paris. Development team consisted of 12 engineers and was split between the U.K and France.

STC Submarine Systems

Terminal Development Manager - Greenwich, London, England (1991 - 1994)

Responsible for all development activities related to the terrestrial based transmission equipment. Development team of 40 engineers and an annual expense budget of £2 million.

Southampton, Hampshire, England (1986 to 1991)

Various positions and responsibilities form Graduate Engineer to Manager Systems Assembly and Test.

TRAINING

Alcatel Management Training Scheme

1996 - Present

Completed the Alcatel management-training process for potential corporate executives

STC Management Training

1989 - 1994

Member of the company management-training program that was facilitated the move from the Cable Development division to the Transmission Equipment division

EDUCATION

Bsc (hons) Electrical and Electronic Engineering, Upper second class, Plymouth University 1986

LANGUAGES

French - Good comprehension and capable of conversing, but not fluent

From: Sent:

To:

Daniel_Csillag@Inotes5 bankofny com Wednesday, November 15, 2000 8 55 PM siddharth kasera@sfs siemens com

Cc:

Frubin@winstar com, kmonaco@winstar com Winstar Capital Corp Amendment Request

Subject:







Adobe Portable Document

Adobe Portable

Adobe Portable Document

> From: Daniel_Csillag@lnotes5.bankofny.com
[SMTP:DANIEL CSILLAG@LNOTES5.BANKOFNY.COM]

> Sent: Wednesday, November 15, 2000 8:55:01 PM

> To: siddharth.kasera@sfs.siemens.com

> Cc: Frubin@winstar.com; kmonaco@winstar.com

> Subject: Winstar Capital Corp. Amendment Request

> Auto forwarded by a Rule

> A+1

Attached please find an amendment request package with respect to the \$1.15 Billion Senior Secured Credit Facilities for Winstar Capital Corp. In addition

to the amendment request, attached to this E-Mail are two NON-PUBLIC projection

models (Base Case & Scaled Back). If your institution is one that cannot see

these projections, please delete the two projection files.

(See attached file: Microsoft Word - Amendment Letter 1.pdf) (See attached file:

DebtModel.11.15.00_base.pdf) (See attached file:

DebtModel.11.15.00 Scaled back.pdf)

The information in this e-mail, and any attachment therein, is confidential and

for use by the addressee only. If you are not the intended recipient, please

return the e-mail to the sender and delete it from your computer. Although the

Bank of New York attempts to sweep e-mail and attachments for viruses, it does

not guarantee that either are virus-free and accepts no liability for any damage

sustained as a result of viruses.



BNY CAPITAL MARKETS, INC.

ONE WALL STREET, NEW YORK, N.Y. 10286

Date: November 15, 2000

To: Winstar Capital Corp ("Winstar" or the "Company") Lenders

From: BNY Capital Markets, Inc.

RE: Amendment No 2 Request

In order to allow Winstar to continue to focus on the execution of its business plan, including the expansion of its broadband network, products and services, it has entered into agreements (subject to final documentation and standard conditions precedent) that will provide it with approximately \$1 02 billion in additional capital (the "Additional Capital"), of which \$770 million is immediately available. The Additional Capital is comprised of a (i) \$270 million private equity investment purchased by Microsoft Corporation, Compaq Computer Corporation, Credit Suisse First Boston Private Equity and Welsh, Carson, Anderson & Stowe VIII, L.P. This investment is in the form of convertible preferred stock (the "Preferred Stock"), which converts into common stock initially at \$25 per share and includes five-year warrants to purchase an aggregate of 4,590,000 shares of common stock at an initial exercise price of \$25 per share; (ii) \$500 million equipment leasing facility, of which \$250 million is available immediately, with an affiliate of Cisco Systems, Inc. (the "Cisco Facility"), (iii) \$50 million equipment leasing facility with Compaq Financial Services, Inc. (the "Compaq Facility" and collectively with the Cisco Facility, the "Lease Facilities") and (iv) \$200 million senior loan made by Siemens Financial Services, Inc. (the "Siemens Loan").

The Lease Facilities (i) are guaranteed by Winstar Communications, Inc and Winstar Capital Corp., (ii) have a tenor of 36 months, (iii) are structured as triple net leases, (iv) each have a special purpose vehicle as the borrower under such facility (which shall be wholly owned subsidiaries of Winstar Wireless, Inc.) and (v) provide the lessee with the option to purchase the equipment at the end of the lease term. The Cisco Facility will be predominantly used to finance the purchase of routers, hubs and other equipment enhancing the performance and capabilities at the edge of Winstar's network. The Compaq Facility will be predominantly used to finance the ongoing expansion and development of Winstar's rapidly growing. Web hosting and application service provider infrastructure and offerings. The Cisco Facility is permitted under Section 8.02(a)(i)(E)(4) of the credit agreement and the Compaq Facility is permitted under Section 8.02(a)(i)(E)(3) of the credit agreement.

The Siemens Loan will be structured as a new term loan ("Term Loan C") under the \$1.15 billion senior credit facilities (the "Facilities"). As such, the Facilities shall be increased to \$1.35 billion. The Term Loan C matures on December 31, 2007. All other terms of the Term Loan C are identical to those under the existing Term Loan B

In order to permit the Term Loan C, the consent of the Required Lenders (>50%) under the Facilities is required. Therefore, the Company requests a second amendment ("Amendment No. 2") to the Facilities to allow for the Term Loan C. Additionally, the company intends on utilizing up to \$200 million of proceeds from the Additional Capital to repay outstandings under the credit agreement with Lucent Technologies, Inc. ("Lucent"). Therefore, the Facilities will also be amended to allow for this prepayment, so long as such prepayment occurs no later than December 31, 2000. This prepayment makes up to an additional \$200 million immediately available under the Lucent facility. Winstar will still have a maximum available funding commitment of \$1.0 billion under the Lucent facility.

Winstar Capital Corp. Amendment No. 2 Request November 15, 2000 Page 2

The Bank of New York, CIBC World Markets, Corp., Cincorp North America, Inc. and Credit Susse First Boston have approved Amendment No. 2. Responses to Amendment No. 2 are requested by no later than 5.00 p.m. Eastern Time, Thursday, November 30, 2000 (the "Amendment Response Date"). An amendment fee equal to 0 125% will be paid to each Lender that executes Amendment No. 2 by the Amendment Response Date based on each Lender's commitment amount on such date

A conference call will be held by the management of Winstar on Friday, November 17, 2000 at 11 30 a m Eastern Time to provide an update on the Company's operations and an overview of the Additional Capital. The teleconference can be accessed by dialong 1-888-282-0372 and providing the operator with the passcode, "WINSTAR" and the conference leader's name, "DANIEL CSILLAG". A replay will be available from November 17, 2000 at 3 00 pm until December 1, 2000 at 5 00 pm by dialong 1-800-867-1928. Additionally, a conference call will be held to discuss the enclosed financial projections. Details regarding this call will be forwarded to you shortly.

Attached is an amendment information package to assist you in your review. This contains (i) revised financial projections (the "Revised Projections") after giving effect to the Additional Capital which includes a summary comparing the Revised Projections with the projections contained in Winstar's Confidential Information Memorandum dated April 2000, (ii) financial projections representing a scaled back business plan assuming no additional sources of funding are obtained after giving effect to the Additional Capital, (iii) organizational charts detailing the company's domestic and international subsidiaries, and (iv) a Contact List. An execution copy of Amendment No. 2 will be forwarded to you shortly. If you have any questions, please feel free to speak with anyone on the Contact List. On behalf of Winstar, your timely response to this Amendment request and continued support of the Company is greatly appreciated.

Winstar Capital Corp. Contact List		
BNY CAPITAL MARKETS, INC. One Wali Street New York, NY 10286		
Structured Finance, 18th Floor	Phone	<u>Fax</u>
Jeffrey D. Landau, Managing Director Email: jlandau@bankofny.com	(212) 635-8260	(212) 635-8268
Daniel J. Damon, Vice President Email ddamon@bankofny com	(212) 635-8402	(212) 635-8268
Daniel S. Csillag, Associate Email: dcsillag@bankofny.com	(212) 635-1382	(212) 635-8268
Amy Prager, Analyst Email· aprager@bankofny com	(212) 635-1187	(212) 635-8268
Loan Syndications and Trading, 18th Floor		
Glenn P Autorino, Managing Director Email: gautorino@bankofny.com	(212) 635-8284	(212) 635-8268
Birgitta L. Hanan, Vice President Email· bhanan@bankofny.com	(212) 635-8255	(212) 635-8268
Anne M. Loring, Vice President Email. aloring@bankofny.com	(212) 635-8269	(212) 635-8268
Janet L Wolff, Vice President Email jwolff@bankofny.com	(212) 635-8538	(212) 635-8268
Media & Telecommunications Division, 16th Floor	<u>Phone</u>	<u>Fax</u>
Brendan T. Nedzi, Senior Vice President Email: bnedzi@bankofny.com	(212) 635-8628	(212) 635-8595
Michael E. Masters, Assistant Treasurer	(212) 635-8742	(212) 635-8595

Email: mmasters@bankofny.com

Winstar Capital Corp. Contact List			
Frederic E Rubin, SVP and Treasurer	(212) 792-9039	(212) 584-4073	
Email. frubin@winstar.com			
Kenneth J. Zinghini, SVP and Corporate Counsel Email: kzinghini@winstar.com	(212) 792-9015	(212) 792-9622	
Kevin P. Monaco, Assistant Treasurer Email: kmonaco@winstar.com	(212) 792-9061	(212) 584-4073	
Matthew G Conroy, Senior Manager Email: mconroy@winstar.com	(212) 792-9318	(212) 584-4073	
SULLIVAN & CROMWELL (BNY's Counsel) 125 Broad Street			
New York, NY 10004	<u>Phone</u>	<u>Fax</u>	
Eric Lindauer, Partner Email lindauere@sullcrom.com	(212) 558-3548	(212) 558-3344	
Yogesh Rai, Associate	(212) 558-4615	(212) 558-4812	

Yogesh Rai, Associate Email: raiy@sullcrom.com Winstar International, Inc.
(Ses international org chart for list of international subs)
(Delaware)

Winstar Communications, Inc. Domestic Subsidianes, 11/13/00

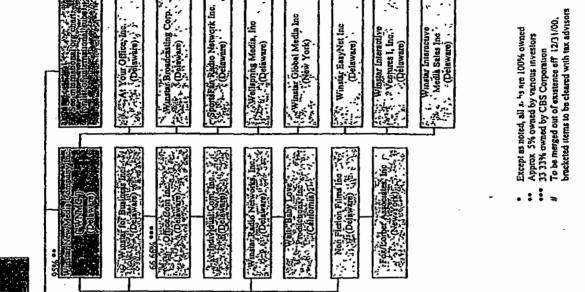
ons, inc. ((37)(QF3)

(Freingel)

WCI Cap subs WNMC subs WWI subs WCI subs

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Wurster Equipment II Corp [#]

(Delaware)

Winstar Equipment Corp (Delaware)

Acquisition Corp. # (Delaware)

Winster Switch

Winstar Wireless Piber Corp

Winstar, Wireless, of Virginia, LEC

Wington, Winding LLC

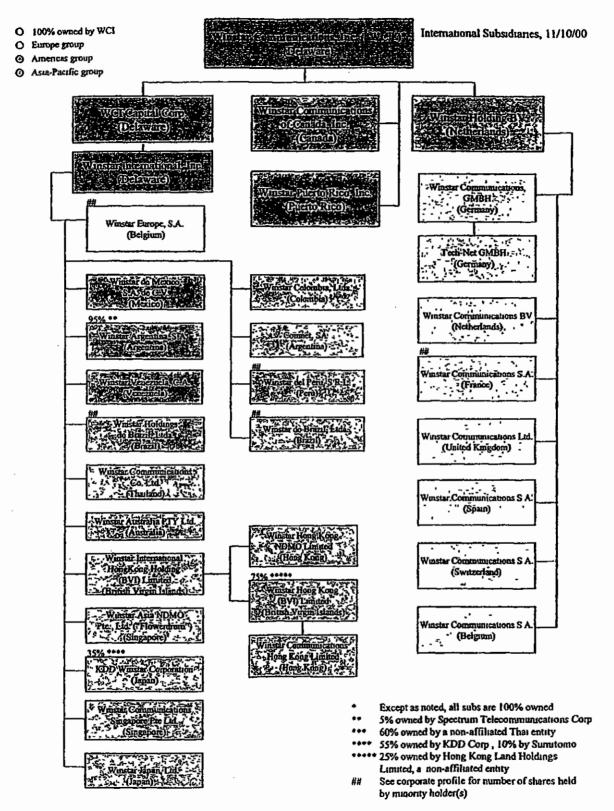
(Delaware)

Winstar Credit Corp. (Delaware)

Winster LMDS, LLC (New York)

L Legail General Corporate Matters Corporate Governance Corporate Structure ORG CHART Domestic

WAVE 1U2 LLC.



L. Legal\General Corporate Matters\Corporate Governance\Corporate Structure\ORG CHART International

Adjustments—Bank Model March 2000 To November 2000

The November 2000 Model has been updated for actual results through the end of Q3-2000. In addition, the company has modified other parts of the March Model to better reflect the current business and market conditions, as well as updated with new schedules detailing the Network Channel SG&A and Headcount, and Unallocated SG&A and Headcount.

ĭ. Financing - The November 2000 Model has been updated to reflect the transactions announced on November 8, 2000. In addition, we have made further adjustments that impact the company's financing needs. These changes are as follows:

Added the Term Loan C (\$200MM)

Added the Series H Preferred Stock (\$270MM)

Reduced the Second Round Financing in Q4-01 from \$1.52B to \$1.10B

Accelerated the drawdown of the Lucent facility to reflect current levels.

Removed International from the November 2000 Model as these subsidiaries are presently being treated as Unrestricted Subsidiaries

Added the proceeds from the company's Direct Stock Purchase Program

- II. Network Channel - The Network Channel model, which is the primary revenue driver in the Winstar Model, has been updated to reflect the company's position as of September 30, 2000, as well as our outlook for 2001.
 - A. Capital Expenditures We have modified prospectively our costs for building various network components to more accurately reflect our costs per our recent turnkey agreements with Lucent. This agreement will lower our cost to construct hubs sites and customer buildings over the next few years. The full impact of these lower costs is worked into the November 2000 Model beginning in Q1-01.
 - B. Revenue Analysis The November 2000 Model several modifications that impact the various revenue streams. The principal changes are as follows:

Buildings lit additions - Fewer buildings were added in Q1-00. We have pushed incremental new adds out through Q1-02

Building size - We have increased the size of our existing building universe to more accurately reflect the marketplace. This has resulted in an increase in overall average building size, square feet added, and total square feet added.

Square feet per prospect - We have simplified this driver from the March 2000 Model. We now reflect more clearly the average space rented by our target customers to derive the number of customers in our target buildings.

Large Account Solutions (LAS) revenues have been increases to better reflect the company's performance to date, the current backlog, and the 2001 outlook. MidCom revenues are reduced to zero earlier to reflect faster attrition.

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Phase i Financial Covenants										·	
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\$ Catalon	17,685	290	24,564	13,167	17,804	29,155	36,509	38,549	47,395	717	89,000
1.Mbimem Revaset Revenus	170,756	175,630	201,220	103,793	229,846	260,944	159,824	335,177	376.255	41.314	JEE 557
Сочения	129,000	139,000	163,000	173,900	168,000	199,000	217,600	240,000	268,000	294.800	33,000
% Creation	34%	X	34	15%	11%	z	%17	18%	ž	***	747
S Cuibbo	41,156	36,830	31,220	30,793	\$ 1 ,£	19 £ 19	11,114	96,177	108,255	117,314	125,33 8
3. Maximum Central Espendinger Open Reproduces • Former American	SALIAS	328,727	318,441	נגנינונ	269,445	213,496	221,593	146,030	115,785	130,972	107.032
the state of the s	32,000 30,513	31,745	129,000 15,100	37,74	. נוניני	31.362	11.894	13.77	12 44		
- riost Lass Agaings. Adouted Capital Patendatures	(55, 22)	619	(B) (B)	(16.349)	(F) (F)	(1000)	(213)	(S)	(1) (1)	(g (27)8)	(72,476)
	inter and a second	atu;ete	216,942	267,918	241,495	226,057	226,145	155,720	125,863	41,379	117,766
	•		773,105				961,416				240,71
Certagot			1,300,000				1,150,000				\$\$0,000
Cuthen %			1 9%				19 6%				Ĕ
Cushles \$			24,195				HUM				\$117
	Note: On any date that Waster or its Subsidence receives and stath proceeds from permitted estations of from permitted estations. The state of the proceed of the state of \$1.5 billion, an a camplitive base from closing.	Wester or its S pulty in excess o	ubndunes rece (S) Sbilion, o	ver act cuch pre	esects from pass	mitted equano	_				
	un coarcowar may unatatas, una matainum Casa Capani Esperadiumes so any year of years by an affertain smount equal to the amount of feeth ant each proceeds that escend	y thatease, was a prepate amount	equal to the amo	Captinal Expension	Gent in any Tal	r Dai exced					

Phase I Financial Covenants (con't)

4 Merimum Contolidated Senior Secured Debt (SSD) to Toni Cunicification (TC)

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1,350,000 642,475 707,535		
21,250,000 21,27,273 21,273	1,000,000 177,177 177,177,1	4,143,408
1,350,000 959,434 396,544	1,000,000	3,273,000
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1,350,000	1,000,000 157,316 1,157,316	3,850,540
1,350,000	796.136 108.324 904.460	1,662,142
1,359,000	595,136 55,264 651,400	3,177,473
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1,150,000 316,238 537,763	248,068 39,734 247,802	1,651,122
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Calculation: Run, Debi - Carb Balances (> \$500004) Adjusted Statured Debi (A-B)	Luctrit Non Fibr Captul Leases Total Other St Debt (D+E)	Toul Pablic Debi (C+F+G)

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Wighte Communications, Inc.		8	2000	ŏ	ō	1001	5	2	ة	2003		[
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APIC (10Q • 4/2000) IIKI Common Stock at Par, Series D and other Prafetteds Equity Hauzeas Potentes Returned Entrance	× .	1,187,931	2,187,931	2,187,931	2,413,481 30,000	151,1881	30,000	2572,881 571,750	3,145,631	3,175,631	3,205,631	1235.621
		2117			-							1
Total Adjusted Total Capital (H+44)	. 2	4,760,637	5.748.523	8.457.454	100,010,4	189'cac's	186,000	lea,cal,c	3,175,631	3,205,631	3,235,631	3,265,631
Centull Adjoind Snaid Sneard DubVAdjusted TC Corsessi	ð	13.3%	168%	15 5% 25.0%	15.9%	15 27,	18.5%	458 458	7.8%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	10 8%	11 7%
Ceshon		24.11	87%	%5%	<u>*</u>	92%	6.3%	19.5%	17.2%	79 91	77	202
Marmom Adj. St. Secured Debt allowable under coverant Total Adj. Senior Secured Debt Ortstanding		1,375,614	1,455,854	1,592,897	1,693,528	1,794,322	1,827,637	390,545	370,185	1274,374 707,523	2,297,955 137,E21	1,320,308 922,730
facremental Sr Secured Orbt Allowable upder compani		741,856	574,894	714,135	730,475	782,867	579,028	1,633,099	1,679,340	1,566,649		1.397,518
Phase I Financial Covenants (con's)										-		
8. Maximum Compildated Total Bydt (TD) to Logal Gevinstication												
Tout Adjusted Debt (C+F+G) Tout Adjusted Capiul (H+M)	YZ	2,572,686	3,060,590 \$,248,521	3,173,573	3,529,756 6,043,637	5,850,540	4,157,639 6,731,520	3,915,851	4,143,408	7,325,017	4,496,055	4,618,012
Adjusted TD/Adjusted TC	¥	\$0 PK	31.3%	\$6.1%	54 52 74 52	40 2%	61 3%	\$5.5%	*9794	\$7.4%	\$6.2%	%9 B5
Сетавай		75 0%	75 0%	75 0%	75 0%	75 0%	75 9%	75 0%	750%	75 0%	78.6%	74 044
Carbica		21 0%	16,7%	18 9%	16.6%	14.1%	13.2%	19.5%	18 4%	17.6%	16.8%	75 75
Maximum Total Debi allowable under covenant Total Adjused Debi Dustanding		6,563,793	3,060,590	7,451.643	3,529,756	3,859,540	4,157,643	2,436,893	4,143,408	9,616,893	9,706,893	9,796,893
Intromental Total Debi Allonable under covanci		5,991,107	3,503,203	4,278,070	4,011,887	3,781,103	3564,004	\$201.042	•	-		\$176,881
6. Masimum Canasildated Sealor Secured Debyto, Groys Place												
Adjusted Sealor Secured Debt (A-B)	υ	537,553	180,960	\$78,763	550,050	1,011,485	1,348,609	390,546	570,385	225,707	17,420	922.720
Gross PP & E Luceni - Nos Fiber Capital Leases Adjusted Gross PP & E.	O D DUE SE	2,557,366 248,068 39,734 2,269,564	2,890,943 496,136 58,247 2,336,860	396,183 596,136 55,264 7,657,91	3286,706 794,136 195,324 244,184,2	1,656,151 1,000,000 1,57216 2,498,435	3,869,647 1,000,000 207,014 2,662,633	4,091,240 1,000,000 252,395 2,834,545	0.000,000 1,000,000 11,811	1,000,000	50%	4,591,059 1,000,000 130,277
Adjusted Sr. Secured Debu'Adjusted Grons PP&E	გ	279%	37.7%	35 8%	38 8%	403%	7,6797	13 8%	19.3%	23.2%		28.3%
Covesat		¥0 0¥	\$0.0%	50 0%	\$0.0%	\$0.0%	%0 %	30 0%	\$0.0%	\$0.036	30.0%	2005
Carbine		22 1%	123%	14 2%	11 2%	%56	31%	36.2%	30 7%	76.8%	23 5%	21 7%
Maximum Si. Secured Debi illowsbi under soverann Total Adjusted Senore Secured Debi Outstanding		537,462,1	1 168,280	1,324,992	1241,121	1,249,417	1,331,317	1,419,472	1,479,447	1,526,455	1,510,271	1,610,191
Incremental SSD Allowable ander corrnant		501,020	287,330	350,279	178,070	237,963	87,708	1,028,976	909,192	\$18,930	745.450	707,671
Phase I Financial Covenants (con't)												

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Company Comp	Winster Communications, Inc.			M									
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Column	Curloto %		*	\$	ž	7.4	%	11%	12%	2	×	<u> </u>	ž
## CHAPTER LINEA	Coshon #		•	٠	2	2	11	25	=		^	-	•
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ENTRACOLOGY 1374 3595 4400 6500 6400 5400 5400 6400 1364 1166 1146 1	Buildings - Domerte Ober - Obsets Buildings		3,124	3,050	1,557	5,057	6.557	8,056 1.852	9,556	10,736	10,156	10,955	11,055
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California 1576 1136 1	Correst Amount		t n	3,330	447	1868	7,366	1,765	19,147	10,256	20,266	10,475	10,515
ENITAACOLON A GALIS (124.05) (124.05) (125.05)	Cirildon %		15.7%	16 9%	#7%	13.4%	124%	11.6%	71	112%	12 0%	%F11	77.
C	Curbies #		807	673	9	978	8	1,154	192'1	1,426	1,416	1,406	1,3%
## GALIS (CALSS) (CALS	Phese II Financial Covenants												
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Table Tabl	Bush Debt	U	1150.000	1160.000	100,000				Ì	•	780'000	40 i (47	286'400
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H/B	Cash Balances (> \$50(MM) Adjusted Sender Debt (P.C)	C) P	\$16.238	269,040	471,238	386,947	, ,	166,101	939,454	279,745		812.179	427,280
12.50 10.0	Adjuried Senior Behild name in FRITD.	- :	80' 17K	24435742	1,330,163	1,867,513		2,455,623	1,642,842	1,548,631		2,155,306	1,252,997
12.59 1000 910 1000 1000 1000 1000 1000 100		8/1								Z	249	4.72	417
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### (257,019) F 1,477,031 1,704,313 2,001,400 2,124,460 2,507,316 2,557,014 2,602,273 2,628,377 2,606,145 2,469,485 I 1,641,122 1,522,541 1,562,410 1,662,42 1,611,169 1,702,016 2,271,009 2,234,777 2,317,374 2,469,185 J 5,642,32 2,642,410 1,562,410 1,516,70 4,155,62 4,256,009 4,715,53 4,642,101 2,642,410 1,516,70 4,155,63 4										1,478,797	1,448,150	572,B26,1	1,736,990
F 1,477,023 1,704,313 2,001,400 2,234,440 2,597,014 2,692,293 2,623,377 2,460,143 2,469,445 1 3,014,724 1,525,410 1,662,342 1,611,769 1,702,016 2,275,009 2,214,777 2,317,347 2,340,730 2 316,235 2,000,000 4,013,23 1,85,41 1,835,424 1,115,100 4,817,009 4,921,424 4,961,432 2,001,234 K 2,572,464 3,646,370 1,123 3,85,41 1,135,40 4,151,50 1,131,40 1,451,40 1,451,40 1,451,40 1,1451,40 1,451,40 1,1	2. Contal. Tetal Debt to Consel. Assurabled EBITDA (O1 02)												
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A (24,315) (12,431) (1,436) (1,131) 1,704 24,155 31,559 66,549 91,395 114,274 B (71,274 (10,457) (14,541) (12,57) (14,541) (12,57) (14,541) (12,57) (14,541) (12,57) (14,541) (12,57) (14,541) (13,511) (14,541) (Taks Data (P4)) - Cuth Bilances (> 550M-0,) Adjusted Total Debt (4-C)	~a×	3,011,924	•	1	3,916,703 365,947 3,525,756	1	٠,٠	ı	,		5,001,234 512,179 4,096,055	5,045,292 427,280
MOVIS THREE MANAGE CONTROL STATES AND ASSESSMENT OF THE STATES AND ASSESSM	EBITDA Angesland EBITDA (A*4)	≺ #	(\$4,315) (\$7,258)	(10,451)	(1,636)	(4,13)	1, 104 101, 104					114.274	000/51
	Adjested Total DebUAnnualized EBITDA	5			<u>.</u>				346	K	79c/cor	457,07	239,398

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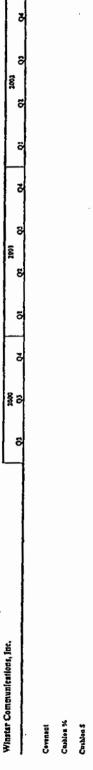
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Phase If Financial Covenants (con't)													
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Interest Expense - Bask Interest Expense - Lucest Instruct Expense - Nots Fiber Cap Leases		008	29,067	13,594	24,12 16,031	21,26	34,122	26,875	24,122 26,875	34,122 26,875	25,82	24,122 26,873	
Instrate Expense - Public Deta & Deff Pan Corts Granolotated Jatenari Expense (ent of 18er exp. Iraxe) - Non Cash Jatenari and Def Pan Costs - You Adjusted (strast Expense (-A.N.)	ع ت	11 C 12 C 12 C 12 C 12 C 12 C 12 C 12 C	12 c 2	10 15 15 15 15 15 15 15 15 15 15 15 15 15	25 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5	28.28. 28.28. 27.28.	26,435 126,435 117,35	28 57 57 57 57 57 57 57 57 57 57 57 57 57	25,55 20,55 20,55 20,55 20,55	25 55 55 55 55 55 55 55 55 55 55 55 55 5	20.0 20.00 10.00 11.00 11.00	9,536 (14,11) 271,571	
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EBITDA		í	į			CONTACT OF	1304081	36,163	421,613	448,727	16945	480,664	
Len Tweive Month EBITDA (current + prior 3 qrry)	c a	(24,213)	(25.638)	(1,636) (65,199)	(36,721)	401,8 (09,03)	24,155	57,509	137.017	219.409	114.274	135,000	
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+ Debt Repayment - Lucent Total Adjuned Debt Service (N+Q+R+S)		1,138,765	74.366	82,342	3,065	103.574	13.054	0 0 027			•	• •	
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Phase II Financial Covenants (con't) S. Maximum Capital Expenditures

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Phase J Financial Covenants						4	4	9
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		620.456	707.440	677 640	9			
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3.Distinum Catijal Eternálistry Capidal Expredientes + Leenas Acquirátion + Fiber Lesse Psymbols - April Lesse Addatons Adjunted Capital Expendientes								
Adjusted Lest Twelve Months Capital Espendieres								
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Phase I Financial Covenants (con't)								
4. Maximum Copuelidated Septier Second Deb. (550) to Touri Confession (TC)			-					
Colombriga. Shark Debr - Crab Belancia (> 530M/M) Adjurnd Swater Swarred Dreb (A-B)	⊀ αα υ	1,350,000	1242,500	1,033,230	712,750 661,455 61,295	130,616	2331,669	4,046,468
averal Ion Fiber Capital Leases Tasal Other St. Delts (D-E)	O 01 F	1,000,000	000,000,1 272,79 27,790,1	500,000 77,177 57,177	13,688	13,888	13,888	13,83
roal Poble Cebi Toal Adjusted Debi (C+F+G)	or≈	4,760,659	4,554,217	3,804,010	2,633,532			1,322,435

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1,355,01 1,350,000 1,350	1,355,01 1,350,00	APIC (100 s 6/10/10) and Common Street at Day Species 20 and 10 a								
	Same Same	Equity Sources	;	1,035,03				5,004,748		
N	### 338561 35050 1 350	Portitive Retained Earnings	د ـ	30,00						
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			:	*****	3	175'210'5	X	9/5/17/5		
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F 3,591,735 4 004,250 4,370,446 5,586,013 5,817,376 6,066,8111	F 3,591,735 4 004,250 4,370,446 5,586,013 5,817,396 6,064,8111	Luctori Non Elber Constal Const	۱۵۰	1,000,000	1,000,000	500,000	DOC'CCO'C			r Serie
0.0	<i>Co.</i>	dusted Gress PPAE	щ 6.	3,591,733	400428	12,818	13,888 5,586,018	13,888	13.888	
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Incremental SSD Allowable quoter covenant Phase I Financial Covenants (con't)

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2. Aftainnas Rebs Hubs - Domestic Tons Hubs		55 57 57	272 072	22	25	52 £	25	21
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2 Midman Pylidigm snog								
Buildings - Domerik Ober "On-Ner Buildings Tess Buildings		11,453	15,851	12,250	12,648	13,046	13,445	13,443
Cowsest Angeof				3	14,48			
Cuation %								
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Phase It Financial Covenants								
L. Coniul. St. Debt to Coural. Annualised EBITDA (O19)								
EBITDA Assaultad EBITDA (A*4)	< @	234,136	131,925	434,651	494,251	00,422	21.00	,
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Lucrat Non Fiber Captul Leases	ьĢШ	1,000,000	00000	500,000	11 618		٠٠:	!
Total Sensor Debt (C+D+£)	*	2.594.632	2,340,425	1,556,078	736.61	13,66	13.0	
- Cash Balanca (> 550/N/b/) Adjusted Scaler Deb ((F-C)	ᅉᆴ	305,342	1,910,990	385,60	25,455	310,006.	2.521.669	4,046,461
Adjusted Senier Debl'Annosalized EBITDA	E /H	2	7	190	3	•		
Coverant		4.00	รั	ñ	3.50	3.50		
Cephin		1.56	202	37	3.46	S		
lacrementel Debe Availability		1,456,673	1,715,954	4,914,637	6,144,330	7,308,984		
1. Cessel. Total Debt to Consel. Annualized EBITDA (O1 01)								
Tou! Sanor Debi (C+D+E) Tou! Public Debi	k	2,594,639	2,340,415 2.594,282	1,556,078	736,63 1 2,633,532	13, 118 2,63,532	13,668	13,688
Tout Debt (F4) Cash Babroet (> \$500.04) Adjusted Teini Debt (J-C)	~ 01 X	\$,066,000 305,342 4,760,659	4,934,707 409,435	4,189,611 315,601 3,804,010	3,370,170 661,455 2,708,715	2,647,430 1,303,616 1,343,804	2,52,435	4,046,461
EBITDA Annualized EBITDA (A*4)	∢ #	234,136	111,925	434,651	494231	522,070	552,124 2.208,497	517,366
Adjusted Total DebUAaauslund EBITDA	5	5.03	170	215	1.37	3		

Siemens ICN 02224

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Covtassi		9.60	ě	٤				
Cuthles			•	•	200	8		
		8	139	131	36	3		
Introductal Debt Avellability		3,664,225	3,440,917	4,889,010	7,176,303	9.097.602		
Phase II Financial Covenants (con't)								
3. Const. EBITDA to Coppel, Carb Interest Espenny (O1 93)								
The Control of the Co								
Interest Expose - Lucen		14,122	נגומ	27,630	20,528	Ē	•	c
Interest Expense - Non Fiber Cap Learer		7,614	26 273	76,73	3,359	•	0	•
increas Expense - Public Debt & Def Fin Costs Confolidated laterart Expense (net of fiber tap latter)		3	67.53	3	38.60	PES POI	101.917	111.006
- Non Cash Interest net Dat Pin Costs Total Adjusted Interes Expense (L-M)	ı ∑ z	102.55	17.0	139,369	895 cz 1	105,455 22,752	101,987	900'111
Last Twolve March and I be West Assessment and I be the	=	19761	14 12 A	806'2CI	(07,12)	104,703	101,235	111,006
יייייייייייייייייייייייייייייייייייייי	•	480,403	\$29,069	574,228	311,496	434,066	46,304	430,066
EBILDA Lan Tweive Month EBITDA (correct + prior 3 grz)	∢ Δ	224,136	226,1CE 634,28E,1	159,454	494,251	522,070	552,124	587,366
Lost Twelve Mouth EBITDALoss Trethe Month interest	2	191				Taraba da	Particular in	
Coverint		920	: :	: :	;			
Ceshise		} ;	?	2	£	ā		
4 Centel, EBITDA to Copiel, Pret Serrice (Ot 03)		•	\$	2	9	7.1		
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* Equipment Lette Payments	z or	49,181	146,729 29,667	137,908	121,703	104,703	101,235	900'TT
+ Debi Repsystem - Lane + Debi Repsystem - Lucan	~ u	66,730	119,811	178,675	65,000	, 0	•	
Total Adjusted Debi Service (N4Q+R+5)	. ⊢	728,397	298,208	453,788	31,703	104.70	91770	a 8
Cast Tweive Meath Dabt Service (cuerest + priec 3 gra)	P	43,63	915,030	1.459.824	1,743,187	77		
EBITOA	∢	234,136	331.925	414.651	156 767	8		
Lin (weith biolib Edilida (certent + prior 3 qus)	•	245,UST	64(2814	1,581,834	1,307,235	1,031,969		2,130,138
Last Twelve Mouth EBITDA/Last Twelve Month Debi Sve	2	191	5	90	1.09	24		
Contast		1.90	8	9973	2	8		
Cushiea		100	0.29	***	600	3,68		
Phase Il Financial Covenants (con't)								
& Marinum Cepini Erranditary								
Capital Expenditures Liberta Acousticina		60,582	59,720	29,782	57,470	56,981	56,047	٠.
+ Puber Lease Payments Fiber Cass Additions		33,365	33,365	33,165	7,595	7,895	7.895	, 104
Adjusted Capital Expenditures		188	93.085	. 11.14	-			
Adjusted Last Twolve Manths Coates Described				851011	60,100	Š	2,36	7,595
		39526	374,563	390,090	819'12	280,797	254,233	33,543

Wingtor Communications, inc.	58g	2002	1005	9002	7001	200	2005
	3	8	8	3	8	8	8
Cormasi	000'001	400,000 400,000	400,000	400,000	000'00)		
Cashlod %	977	% 8 9	\$ 2%	47.2%	45.6		
Curbing 5	181	15,437	0.910	0.910 128.142	110.201		

F

Winstar Communications, Inc. Key Assumptions / Drivers

100,000 675% 300% 1,000,000 1,000% 1,000,000 1,000%		Amount	Rate	Fees & Expenses .%	Fees & Exponses - \$M
ne Limit 1,000,000 10 50% 213% ne Limit 1,350,000 10 50% 2.13% ne Limit 220,000 12 50% 2.13% ne Limit 220,000 12 50% 1 50% ne Limit 220,000 12 50% 1 50% ne Limit 30,000 12 50% 1 50% ne Limit 1 50% 1 50%	General Information Minimum Cash	100,000	675%		
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1,350,000 10 50% 2.13% 2.13% 2.00,000 10 50% 10 50% 10 50% 2.00,000 12 50% 2.5	Ravolver	Unimited	10 50%		
12 50%	Bank Facility Bank Une Unit Tern Loen C	1,350,000	10 50% 803 01	2.13%	824,438
\$50,000 12.50% 2.50% \$50,000 1.50% 1.50% 0.00% 0 12.50% 0 1.50%	Saries M Preferreds Dollsts Raised	270,000	12 50%	1 50%	050 /1 \$
\$50,000	Second Round Financing			***************************************	***************************************
2005) 2005)	Cash Pay '11	250,000	12 50%	2 50%	\$13,750
30,000	Equity Raised	250,000		1 50%	\$8,250
0 0	DSPP Proceeds (until Q4 2005)	30,000		75000	\$
0	Third Round Financing		de përbarake e tirer z rësept tot ny es	•	******
	Cash Pay Y5	0	12.50%	2.50%	2
	Equity Reised	0		150%	8

Confidential

Winstar Communications, Inc. Annual Consolidated Summary Sheet

Revenues \$7009 \$2001	200 4466 \$1,5 50532 9 7335 4 2,050 9 6,714) (1 0,6714 6 0,0871 5 0,0871 5 0,0454 4 4,422) (5) 4,4423 (5) 7,3170 (4,3	2003 \$1202,891 \$1,435,754 783,549 \$60,498 \$5,412,350 \$5,412,370 \$5,412,	2004 2005 22,898,826 \$3,620,393 1,991,413 2,522,488 1,182,349 1,581,834 885,930 611,226 596,419 970,308 647,593 611,790 526,574 970,308 435,674 977,240 (183,090) 220,096 5,207,336 435,601 5,207,336 435,601 5,207,336 435,601 (1,113,108) (609,055) 5,680,801 200,001 70,199 84,997 265,782 241,102	2005 2,502,933 2,552,488 1,581,834 611,236 970,308 611,730 772,400 772,400 772,400 772,400 772,400 774,608 4,348,248 4,348,248 200,001 (609,055) \$1,005,517 84,997 241,102 734,666	2008 \$4,243,467 3,019,534 1,907,233 634,624 539,534 539,534 539,534 53,12,960 200,001 154,832 \$1,394,169 88,732 88,732	2007 84,594,715 3,245,530 2,038,999 1,379,010 462,499 462,499 781,672 200,001 1,127,082 1,127,082 1,127,082	2008 54,929,973 3,457,243 2,151,288 661,476 1,489,811 430,511 430,511 430,511 2,571,669 2,440,683 2,00,001 2,293,114 59,998 59998	2009 \$5,335,825 3,702,113 2,280,888 684,909 1,595,979 451,655 869,499 \$7,582,267 4,096,461 2,430,673 200,001 3,381,427
\$708,840 \$5 \$337,980 (85,199) (85,		4	32,898,226 1,991,413 1,182,349 885,930 596,419 647,395 524,674 (183,090) 459,435 5207,356 200,001 (1,113,108) \$680,204 70,199	\$3,620,393 2,552,488 1,581,834 611,356 970,308 611,390 572,400 572,400 53,148,698 435,601 4348,286 200,001 (609,055) \$1,005,517 84,597 241,102	\$4,243,467 3,019,534 1,907,335 635,625 1,271,610 539,594 590,217 85,169,801 711,433 3,512,960 200,001 156,832 81,732 81,732 81,732 81,732	245,530 2,018,969 659,679 1,379,010 462,549 462,549 1,337,616 2,781,972 200,001 1,127,082 1,162,281 78,627	\$4,929,973 3,131,288 661,476 1,489,811 430,511 430,511 430,511 430,511 2,571,669 2,440,683 2,00,001 2,293,114 \$1,819,189 39,908	55,335,825 3,702,113 2,280,888 684,909 1,595,979 451,655 451,655 47,882,267 4,096,461 2,430,673 200,001 3,381,427 200,001
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10,5,797) (3,5,797) (4,6		3, 2, 3, 4,	\$85,330 \$96,419 \$47,535 \$24,674 (183,000) \$5,285,561 \$459,435 \$207,536 \$207,53	611,526 970,308 611,790 572,40 220,005 434,601 241,102 734,666	634,623 1,271,610 239,534 539,534 55,169,801 711,433 3,512,960 200,001 156,832 81,732 88,732	659,559 (1,279,010 462,549 462,549 1351,616 2,781,992 200,001 1,127,082 1,622,681 78,627	661,476 1,489,811 430,511 430,511 430,511 86,397,530 2,440,683 2,440,683 2,00,001 2,293,114 81,819,189 39,908	684,909 1,595,979 451,655 869,499 \$7,382,267 4,096,461 2,430,673 200,001 3,381,427 \$1,764,789
(405,797) (7 345,511 305,481 305,482 \$4,785,697 \$5,1238 \$1,133,697 \$5,240 \$1,133,592 \$1,133,592 \$1,133,592 \$1,133,592 \$1,133,592 \$1,133,592 \$1,133,592 \$1,133,592 \$1,133,592 \$1,133,592 \$1,133,592 \$1,133,592 \$1,133,592 \$1,140,493 \$1,140,493 \$1,140 \$1,140,493 \$1,140 \$1,140,493 \$1,140 \$1,140,493 \$1,140 \$1,140,493 \$1,140 \$1,140,493 \$1,140 \$1,140,493 \$1,140 \$1,140,493 \$1,140 \$1,1		3, 2, 3, 3, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4,	\$96,419 647,393 524,674 (163,090) \$5,085,461 459,433 5,007,336 200,001 (1,113,108) 3,680,804 70,199 265,782	970,308 611,790 572,40 220,006 434,601 84,997 241,102 734,666	259,594 559,594 559,594 55,169,801 711,433 3,512,960 200,001 156,832 81,732 88,732	462,49 462,49 55,482,71 1,535,616 2,781,992 200,001 1,127,082 1,622,681 78,627	1,489,811 430,511 430,511 430,511 86,397,530 2,440,683 2,00,001 2,293,114 81,819,189 39,908	1,595,979 451,655 451,655 859,499 \$7,582,267 4,096,461 2,430,673 200,001 3,381,427
145,511 195,448 195,448 195,448 195,448 191,333 195,448 197,710 197,71		3, 2, 3, 3, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4,	647,393 224,674 (163,090) 85,085,461 459,435 200,001 (1,113,108) 3680,804 70,199 265,782 265,782	611,790 572,40 220,096 55,148,698 435,601 4348,286 200,001 (609,055) \$1,036,517 84,997 241,102 734,666	539,594 539,594 55,169,801 711,433 3,512,960 200,001 156,832 81,732 88,732	462,549 462,549 1353,616 1,553,616 2,781,992 200,001 1,127,082 1,622,681 78,627	430,511 430,511 430,511 86,397,530 2,440,683 2,00,001 2,00,114 81,819,189 39,908 249,216	451,655 451,655 869,499 \$7,582,267 4,096,461 2,430,673 200,0001 3,381,427 \$1,764,789
105,448 (923,522) (1,4 (923,522) (1,4 (923,522) (1,4 (923,522) (1,4 (923,522) (1,4 (923,92) (1,4 (92		3	\$24,674 (153,090) \$5,085,561 459,435 5,007,336 200,001 (1,113,108) \$680,804 70,199 265,782	572,40 25,148,698 435,601 4348,286 200,001 (609,085) \$1,005,917 84,997 241,102 734,666	\$59,594 \$5,169,801 711,433 3,512,960 200,001 156,832 \$1,394,569 88,732 88,732	462,549 711,622 55,482,377 1,353,616 2,781,972 200,001 1,127,082 81,622,681 78,227	430,511 86,397,530 2,571,669 2,440,683 200,001 2,293,114 81,819,189 39,598 249,216	451,655 869,499 \$7,382,267 4,096,461 2,430,673 200,001 3,381,427 \$1,764,789
(924,522) (15 94,785,697 \$56, 921,238 116 4027,022 \$1, 92,046 116 (77,778) (17, 92,240 1,133,592 (1, 133,592 (1, 133,592 (1, 133,592 (1, 134,79) (1, 147,79 (1, 167,79) (1, 167,79) (1, 167,90) (1, 167,79) (1,			\$5,050) \$5,05,56 459,435 5,207,336 200,001 (1,113,108) \$680,804 70,199 265,882	20,096 \$5,148,698 435,601 4348,286 200,001 (609,055) \$1,005,517 84,997 241,102 734,666	\$90,217 \$5,169,801 711,433 3,512,960 200,001 156,832 \$1,394,569 85,732	781,622 55,482,77 1,335,616 2,781,972 200,001 1,127,082 51,622,681 78,227	965,087 86,397,530 2,571,669 2,440,683 200,001 2,293,114 81,819,189 39,598 249,216	869,499 \$7,382,267 4,096,461 2,430,673 200,001 3,381,427 \$1,764,789
\$4,78,697 \$6, \$21,238 1,6 \$21,238 1,6 \$21,238 1,6 \$20,046 1,6 \$20,046 1,7 \$20,		2	\$5,285,561 459,435 5,207,336 200,001 (1,113,108) 5,680,804 70,199 265,782	\$5,148,698 435,601 4348,286 200,001 (609,055) \$1,036,517 84,997 241,102 734,666	\$5,169,801 711,433 3,512,960 200,001 156,832 \$1,394,569 85,722 256,629	74,197 51,875 51,875 50,005 72,181 73,735 73	\$6,397,530 2,571,669 2,440,683 200,001 2,293,114 \$1,819,189 59,598	\$7,382,267 4,096,461 2,430,673 200,001 3,381,427 \$1,764,789
20,235 1,1 20,646 5,1 20,646 7,778 7,778 7,0 29,240 1,173 7,1 29,240 1,173 7,1 29,240 1,173 7,1 29,240 1,173 7,1 29,240 1,173 7,1 20,210,173 >20,210,1 20,210,1 20,210,1 20,210,1 20,210,1 20,210,1 20,210,1 20,210,1 20,210,1 20,210,1 20,210,1 20,210,1 20,210,1 20,210,1 20,210,1 20,210,1 20,210,1 20,210,1 20,210		w 5 % 5	459,435 5.207,536 200,001 (1,113,108) 3680,804 70,199 265,782 265,782	4348,286 200,001 (609,085) \$1,036,517 84,937 241,102 734,666	711,433 3,512,960 200,001 156,832 81,394,569 88,732 256,629	1,353,616 2,781,992 200,001 1,127,082 51,622,681 78,627	2,571,669 2,440,685 200,001 2,293,114 \$1,819,189 59,596 249,216	4,096,461 2,430,673 200,001 3,381,427 \$1,764,789
200,046 (77,778) (9 (77,778) (13 29,240 1,133,592 (1,133,592 (1,133,592 (1,133,592 (1,133,592 (1,133,592 (1,133,592 (1,131,73) (1,10,493) (1,10,493) (1,10,493) (1,10,493) (1,10,493) (1,10,493) (1,10,493) (1,10,493) (1,10,493) (1,10,493) (1,10,493) (1,10,493) (1,10,493) (1,10,493) (1,10,493)		w 5 m 5	200,001 (1,113,108) \$680,001 70,199 265,782	4,348,286 200,001 (609,085) \$1,036,517 84,997 241,102	3,512,960 200,001 156,832 \$1,394,569 85,752 256,629	2,781,992 200,001 1,127,082 51,622,681 78,627	2,440,685 200,001 2,293,114 \$1,819,189 59,596 249,216	2,430,673 200,001 3,381,427 \$1,764,789
200,046 (77,778) (6 (77,778) (6 (77,778) (6 (77,778) (7 (7 (7 (7 (7 (7 (7 (7 (7 (7 (7 (7 (7		÷	200,001 (1,113,108) \$680,804 70,199 265,782	200,001 (609,055) \$1,036,517 84,997 241,102	200,001 156,832 \$1,394,569 88,732 256,629	200,001 1,127,082 13,622,681 78,627	200,001 2,293,114 \$1,819,189 59,596 249,216	3,381,427
(77,778) (7,778) (7,778) (7,778) (7,7718) (7,39,240 (1,133,594 (1,133,594 (1,133,594 (1,133,594 (1,133,594 (1,133,594 (1,134,594 (1,			\$680,801 \$680,801 70,199 265,782	(609,055) \$1,036,517 84,997 241,102 734,666	156,832 \$1,398,569 88,732 236,629	1,127,082 1,622,681 72,172	2,293,114 \$1,419,189 \$9,598 249,216	3,381,427
29,240 1,133,592 1,133,592 2,240,173) (1,2 2,240,173) (1,2 2,240,173) (1,2 2,240,173) (1,2 2,240,173) (1,2 2,240,173) (1,2 2,240,173) (1,2 2,240,174) (1,2 2,240,174) (1,2 2,240,174) (1,2 2,240,174) (1,2 2,240,174) (2,2 2,2		. 3	2680,804 70,199 265,782	\$1,036,\$17 84,997 241,102 734,666	\$1,394,569 88,752 256,629	\$1,622,681 78,627	\$1,819,189 \$9,898 249,216	51,764,789
29,240 1,133,592 (2,210,173) (1,5 (2,210,173) (3,5 (2,210,173) (3,5 (3,173) (3,173) (3,173) (3,173) (3,173) (3,173) (3,173) (3,173) (3,173) (3,173) (3,173) (3,173) (3,173) (3,173) (3,173) (3,173) (3,173) (3,173) (3,173)		*	70,199 265,782	84,997 241,102 734,666	88,752 256,629	78,627	59,598 249,216	
(1,133,592 (1,133,592 (1,133,592 (1,131,592	3	ž	265,782	241,102	256,629	231 675	249,216	34,913
(12.10.173) (15. (2.210.173) (3.2.10.173) (3.5. (3.210.173) (3.5. (12.0%) (3.7.3%) (3.7.3%) (3.7.3%) (3.7.3%) (3.7.3%) (3.7.3%) (3.7.3%) (3.7.3%)	3	Š	AIAAIC	734,666		11717		224,642
99 654 47 754 (12 075) (13 1075) (10 4775) (10 4775) (10 475) (10 475) (10 475) (10 475) (10 475) (10 475) (10 475) (10 475) (10 475)	£.		317,000		1,111,180	1,272,129	1,559,360	1,534,804
59 856 47 776 (12 0%) (57 2%) (57 2%) (131 0%) ((4,059,563)	(798,405,0)	(717,081,5)	(820,588)	738,772	2,273,576
Arp n (12.0%) Arp n (12.0%) Arp n (12.0%) Arp n (12.0%) Arp n (12.0%) Fre Assets Are n (10.4%) Fre Assets Are n (12.0%) Are assets in Exp (27.5%) Fre Assets Are n (12.0%) Are assets in Exp (27.5%)								
### 477% ### (12.0%) ### (13.0%) ### (13.0%) ### (13.0%) #### (13.0%) #### (13.0%) ####################################	40.3% 58.5%	39.8%	31 6%	24 9%	17 2%	8 0%	7.5%	8 2%
(120%) (572%) (1010%) (104%) NIM 16x 3356% 5356% 577%)	52.4% 59.6%	6 65.2%	66 7%	70 5%	71 2%	70.8%	70 1%	69 4%
) (942(1)) (10,90)) (10,40) MIN 164 331568 (17,75) (14,75)	68% 258%	33.6%	40 8%	43 7%	26.2%	44 5%	%9 £≯ .	42 7%
(10,0%) (10,0%) NIM 16x 333,6% 97 1% 97 1%			20 6%	26 8%	30 0%	30 1%	30 2%	29 9%
(10 4%) NIM 16x 333 6% 97 1% (24 7%)	(103 1%) (\$4 6%)	6) (25.2%)	(63%)	61%	13.9%	17 0%	19 5%	16 3%
NJM 16x 333.6% 97.1% (24.7%) 235.5%)	(71%) (20%)	6) 40%	11 0%	18 4%	24 6%	25 9%	23.1%	72 8%
16x 333.6% 97.1% (24.7%) (27.5%)	NA	WW	Z.	N/W	(261 0%)	121 8%	56 3%	30 6%
33 6% 97 1% (24 7%) (24 5%)	104 034	×10	v1 0	0 X10	0 (x	\$1.0	0 (x	80
97 1% Brp (34 7%) A lin Brp (27 5%)	217.2% 95.3%	438%	45.4%	39 4%	40.4%	35 1%	37.7%	32 8%
(27.5%)	102 0% 114 8%	\$ 122 6%	121 3%	110 4%	%806 %806	%L 19	49 5%	40 4%
(27.5%)			182 6%	258 6%	W.W	Š	MW	NA
1786 6717	149% 73.4%	6 141 7%	225 3%	2763%	¥.	WW.	¥2	X.
(4.7.741)			105 1%	169 4%	¥2	N/A	NGM	M/M
CapEx) / Gross Interest Expense (332 7%)	€		141 5%	219 1%	NA.	ΣN	æ	MW
WN		X.X	764.9%	419 5%	22 I 23	171 4%	134 2%	137 7%
Debl/EBITDA	N/M	W.N.	440 4%	274 996	184 2%	136 4%	113 5%	106 6%

Confidential

Winstar Communications, Inc. EBITDA Contribution Analysis

Professional Content											
Columnic Columnic		2000	2001	2002	1	2004	2005	2006	2002	0000	
Particle Particle	PVERUE							2000	400/	2008	5003
Column	Nathart Change										
Column C	Professional Sendon	100'0000	207	E1 262 766	\$1,740,129	12,200,765	12,842,783	15.104.218	H 284 254	44 454 435	
Common	Walk Monthey ASIP	2001	0,479	60,016	\$	105,676	MODE	488.280	50052		
Column	Her Line	107.0	40,04	157,912	202 003	301,514	412.817	778 144			
Common		102,023	8	135,300	EC. 971	224,688	253,622	27.82	371.78		
Manual Services 20,549 19,645.55 19,645.55 19,645.55 19,645.55 19,645.75 1	Total Revenue	9708,840	1904 408	\$1.676.047	to and the	200 000			,		Dra/s
Common						074°aan'74	CAC COMP CA	14,243,467	14,684,783	F4,923,075	15,335 62
Column	ĸ										
State Stat	Newsork Changes										
Color	Denter on the state of the stat	1976124		179 621	\$535,232	\$607,288	\$490.473	2761.458	6769 404	*******	
COOR Coop	Project Services	20,420	25.538	36736	48.452	63.404			4/00 JUS	2/2//01	176621
Marcia M	Web HostmayASP	295	27.173	25.47	46.110				100'49'	14.617	287,61
CORP CORP	New Media	14,358	25	84.200			10,01	20 7 20	167,686	23,481	822
Part	Total Control							7177	22.22	282,990	317,89
1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1,	7,000	Dog not not not not not not not not not not		1178,328	\$767,137	5007	\$1.057,005	10000	21 110 44E		
17.20		52 CM	* - X	\$ Q	Z	70.50	2		1	1014.134	7
1,211 1,511 1,512 1,512 1,513 1,51											86 96
1,221 1,221 1,222 1,232 2,432 1,222 1,323 1,333 1,33											
1,221 1,521 1,522 1,52	Hatwark Channel	8275 700	12.07	41000							
Households	Professional Services	121		0.00	100 mg	81,559 478	22 159,280	\$2,442.702	12 LT.11	E2 543 665	£2 897 641
Name	Web Hosting/ASP	2 484		20,200	010,14	62385	57,000	78,842	103,073	137 067	
Column C	Nam Media	10.10		30.0	137,128	212,133	E .	997,035	403,801	874.618	76.5 82
Color Colo		000	C/(0/07	67.18	62,121	7,418	10 021	110,487	125,537	140.09	157
The control of the	COLOR OTHER MONEY	4337,980	E\$20 6251	\$616,757	51,435 764	51716613	CO 450 410	62 010 53			
State Stat		***	% **	69 BX	S 25	27.2	70 5%	*	200	27.20	13,702,113
Strain Service Stra	3	,						•			2
State Stat											
12,450 15,511 15,512 1	Network Channel	\$150.679	9173,259	\$244,309	2318 150	2410 191	500,000	777.777	***************************************		;
1,004	CASA CALLANS CONTROLS	12/50	1351	\$ \$	1994	24 (218	20 450		200		
1904A 200.010 201.014 190.110 190.012 190.010 190.01	Man Linds	110	17,269	999'X	65 789	15.22	108.847	78.50		2	76,36
10.00	the Course of th		=	50,282	27.73	74 368	A. 625	000			762 OF
\$5044 \$402,100 \$102,207 \$132,513 \$502,504 \$500,004 \$671,624 \$1,112.00 \$1,200,624 \$1, 112.00 \$1,112.00 \$1,112.00 \$1,112.00 \$1,000,004 \$1,000,004 \$1,112.00 \$1,112.00 \$1,100,624 \$1,000,004	TOO DESCRIPTION	010 022	201,744	107,119	100,322	220,702	247.471	27.178	288 843		101
The Charmal ST22 (12.2) 12.0 (10.2) 12.0 (Total SG&A	\$423,180	M53.287	2542 639	4669.354	Series Calif			-	1	318/133
Ort Channel S122,121 S124.474 S191 G12 S124,126 S1,007.37 S1,007.37 S1,003.52 S1,005.684 S1,007.37 S1,003.694	Kerpin	X7.82	45 6X	7		100	100,000	51,112,203	1,206,581	\$1,200,656	\$1 421,225
ON CORRESS \$122,121 \$128,121 \$128,121 \$128,121 \$128,121 \$128,121 \$128,121 \$128,121 \$128,121 \$128,121 \$128,122 \$128,121 \$128,122			!	3	40.3	Kx //	200	ž	¥5 22	\$6 P.	26.82
11.210 13.34.474 13.51 13.241.284 15.047.397 13.375.330 14.395.737 15.045.844 14.047.377 14.375.330	Ą										
(1 259) 1 640 7,137 (1 722 11 340 77.21) 1 12.422 15.422 15.422 15.422 17.524 1	Network Change	\$122,121	\$284 474	\$551 836	\$466.717	81.740.340	44 607 107	*******			
(1887) 4006 33,306 11,340 119249 198,531 322,789 32,222 472,222 115,200 (18,340) (18	Projectional Services	(1219)	- 680	7,137	1 622	276	27.24	0070707	21,000	200 000	51,006.258
1800 000 000 000 000 000 000 000 000 000	THE HOUSE AND AND AND AND AND AND AND AND AND AND	(1 692)	7 000	38,368	040,18	132.349	188 631	20,775		200	106 092
(720,030) (207,724) (197,119) (198,127) (217,17) (217,17) (217,17) (217,17) (218,18) (198,18)		18,300	(15,140)	(101,G	5	100	2005			7	409 742
(19 0%) 6 0% 25 0% 14 31,423.48 61,651,64 81,401.28 52,034,69 43,161,24		(220,510)	(207,724)	(187 118)	(198,322)	(220,702)	(247.471)		200 /		200
(12 OK) 6 6 % 25 6 K TANK TANK TANK TANK TANK TANK TANK TA	Total EBITDA	(\$83,188)	667,336	\$407.218	170.023	24 430 340			100.000	300	0 1 7 65
	Margin	(12 0%)	¥69	25 8%	JS A K		100	25,00,00	\$2,034,469	22,151,219	11 OT 23

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Contrdential

Winstar Communications, Inc. Annual Consolidated Income Statement

				F.	r Yeer Ended	For Year Ended December 31.				
(5 in thousands)	2000	2001	2002	2003	2002	2005	2008	2007	2008	2000
Revenue									400	8003
Core Telecom	\$590,093	\$894,940	\$1,438,270	\$2 023 158	\$2 074 158	63 950 670	61,000,048			
Non - Core	15,825	8,682	2,424	0		O Information		188,212,84	54,505,9B2	\$4,880,763
Total Telecom	\$605.918	\$903.822	\$1 440 894	23 000 52	25,720			}	1	
New Media	102,023	90,384	135,380	27.27	224.668	076,956,54 CCA 1740	33,820,642	14,2(2,981	7 505.982 200.982	54,080,783
Total Revenue	\$708,640	1994,408	\$1,576,083	\$2 202.891	42 898 RZ6	41 420 464		Calling	423.893	476.082
			•			200000000	200	44'004'V05	9/8/828/4	\$9,335,626
Cost of Revenue	4									
Non-Core	6.009,5555 A 6449	405,532	1647,099	\$649,524	\$760,181	\$894,003	\$1,011,593	\$1,092,997	\$1,169,732	\$1,315,816
Total Antonio		200	1010		•			۰	٥	
	2316,502	\$409,263	\$548,117	\$549,524	\$780,161	\$894,003	\$1,011,593	\$1,092,997	\$1.169.732	£4 348 848
	807	TIE X	68,203	117.613	147,253	173,902	212,338	246,258	282,999	317.898
Total COR	\$370,860	\$473,773	\$636,326	\$767,137	1807,413	\$1,057,90.5	\$1,223,833	£5 330.255	\$1 479 749	
Gross Profit	\$337,980	\$620,032	\$619,757	\$1,435,754	\$1,991.413	\$2.552.4RR	13 040 437	44,000		1
4 400								000000000	12 10 0 10 to	13,792,113
Telegon	4100 046									
New Media	32,265	41,000	462,258	\$589,976	\$734,696	\$885,769	\$1,009 669	\$1,088,879	\$1,171,862	\$1,269,600
4 000 1407			207.00	977 70	74,368	84,885	102,630	117,683	134,094	151,625
	125,100	182,287	\$532,539	\$652,204	\$809,064	1970,654	\$1,112,298	\$1,208,561	\$1,305,956	11,421,225
EBITDA										
Telecom	(\$101.489)	\$42,676	\$410 319	\$783,658	£1.178.302	£1 578 708	64 000 470	***		
New Medie	16,300	(15,340)	(3,101)	(107)	3,047	6,036	7.857	22,031,115 7,854	5.368	82,275,347
Total EBITDA	(\$82,199)	\$67,335	8407,218	\$783,549	\$1,162,349	\$1,581,834	\$1,907,235	\$2.030.069	\$2,484.24m	
Depreciation	+36 a64	****								
Amongston	52 346	70,07	484.454 44.454	4480,375	5515,806	\$541.403	\$585,502	\$590,888	\$814,869	\$638.422
1	14 40 max	17.		271,0	10,723	70,723	70,123	69,273	46,487	48,487
İ		(4004)	(650') (14)	\$223,052	8598,419	\$970,308	\$1,271,610	\$1,379,010	\$1,489,811	\$1,505,079
Interest (Income)	(\$34,212)	(\$24,522)	(\$39 601)	1123.7531	191419	200	,			
Interest Exp - Existing and New Debt	332,075	475,291	565,547	579,689	592.585	576 040	(178,53,871)	(\$53,789)	(\$106,732)	(\$190,169)
Interest Exp - Capitalized Leases	13,436	55,163	10,13	79 514	55,040	34,850	24,569	23,163	200	430,088
Jeans Men - (eucous) durant le la la la la la la la la la la la la la		۰	اه			٥	0	0	0	0
Pre-T#X income	(\$717,087)	(\$840,667)	(\$724,278)	(\$412,398)	(\$29,737)	3384,054	\$765,887	\$970,260	\$1,186,032	\$1,334,614
Other Income/ Expense	18,482	0	0	٥	a	•	G	•	•	•
Exvaordinary Loss on Debt Exunguahme	(104,804)	٥	٥	٥	٥	0	0	• •	o e	
Pre-Tax Income After E !	(\$803,419)	(\$850,667)	(8724,278)	(\$412,398)	(\$28,737)	1384,054	\$765,637	1870,280	\$1,166,032	\$1,334,514
Income Texas	(4,041)	٥	٥	0	0	•	٥	٥	•	246 301
Net income	(\$708,778)	(\$390,657)	(\$724,278)	(\$412,398)	(\$28,737)	1364,054	\$789,887	1970,250	\$1.166.032	A1 070
Redemption Premium on Sense C Pref Preferred Duktands	23,969	٥	0	0	Ö	٥	•			
	02/20	134,707	135,669	143,741	153,353	163,959	175,670	158,517	202,945	210,614
	(229'828)	(81,024,94B)	(\$860,147)	(8256,139)	(\$183,090)	\$220,098	\$690,217	\$781,632	\$963,047	\$469,499

UNITED STATES DISTRICT COURT FOR THE DISTRICT OF NEW JERSEY SECURITIES AND EXCHANGE COMMISSION, Plaintiff. Civil Action No. LUCENT TECHNOLOGIES INC., COMPLAINT NINA AVERSANO, JAY CARTER, JURY DEMANDED ALICE LESLIE DORN, WILLIAM PLUNKETT, JOHN BRATTEN, DEBORAH HARRIS, CHARLES ELLIOTT, VANESSA PETRINI, MICHELLE HAYES-BULLOCK and DAVID ACKERMAN, Defendants.

Plaintiff Securities and Exchange Commission (the "Commission") alleges:

ADDRESSES OF THE PARTIES

1. The address of the Commission is 450 Fifth Street, N.W., Washington, D.C. The principal executive offices of Lucent Technologies Inc. ("Lucent") are located in Murray Hill, New Jersey. Nina Aversano resides in Kinnelon, New Jersey. Jay Carter resides in Far Hills, New Jersey. Alice Leslie Dorn ("Leslie Dorn" or "Dorn") resides in New York, New York. William Plunkett resides in Little Rock, Arkansas. John Bratten resides in Alpharetta, Georgia. Deborah Harris resides in Shaker Heights, Ohio. Charles Elliott resides in Roswell, Georgia. Vanessa Petrini resides in Davidsonville, Maryland. Michelle Hayes-Bullock resides in Orange, New Jersey. David Ackerman resides in McLean, Virginia.

SUMMARY OF ALLEGATIONS

- 2. Lucent fraudulently and improperly recognized approximately \$1.148 billion dollars of revenue and \$470 million in pre-tax income in violation of Generally Accepted Accounting Principles ("GAAP") during its fiscal year 2000 (October 1, 1999 to September 30, 2000). As a result, Lucent improperly overstated its pre-tax income for its fiscal year 2000 by 16 percent. \$511 million of revenue and \$91 million in pre-tax income were recognized prematurely in quarterly results during Lucent's fiscal year 2000. The remaining \$637 million in revenue and \$379 million in pre-tax income should not have been recognized at all during Lucent's fiscal year 2000. Lucent subsequently adjusted its results by \$679 million in revenue prior to the filing of its Form 10-K for fiscal 2000.
- 3. Lucent's violations of GAAP were due to the fraudulent and reckless actions of the defendants and were also the result of deficient internal controls that led to numerous accounting errors by others. In their drive to realize revenue, meet internal sales targets and/or obtain sales bonuses, Nina Aversano, Jay Carter, Leslie Dorn, William Plunkett, John Bratten, Deborah Harris, Charles Elliott, Vanessa Petrini, and Michelle Hayes-Bullock, in their respective capacities as officers, executives and employees of Lucent improperly granted, and/or failed to disclose, various side agreements, credits and other incentives (collectively "extra-contractual commitments") to induce Lucent's customers to purchase the company's products. These extra-contractual commitments were made in at least ten transactions in fiscal 2000, and Lucent violated GAAP by recognizing revenue on these transactions both in circumstances: (a)

where it could not be recognized under GAAP; and (b) by recording the revenue earlier than was permitted under GAAP.

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- In carrying out their fraudulent conduct, these officers, executives and employees of Lucent violated and circumvented Lucent's internal accounting controls, falsified documents, hid side agreements with customers, failed to inform personnel in Lucent's corporate finance and accounting structure of the existence of the extracontractual commitments or, in some instances, took steps to affirmatively mislead them.
- 5. In addition to the fraudulent conduct by Lucent's own employees, David Ackerman, who at the time was an officer of Winstar Communications Inc. ("Winstar"), engaged in a scheme with William Plunkett that resulted in Lucent misrecording a software purchase by Winstar at the end of Lucent's fourth quarter of fiscal year 2000. His fraud included signing a document that disguised the timing of a side agreement in connection with that sale. By engaging in such conduct, Ackerman aided and abetted Lucent's fraud.
- 6. In addition to the fraudulent conduct, Lucent improperly recorded other transactions as a result of its failure to maintain a system of internal accounting controls sufficient to provide reasonable assurances that the company's financial statements were prepared in conformity with GAAP.
- 7. On November 21, 2000, Lucent announced that it had identified a revenue issue impacting \$125 million of revenue in its fourth quarter of fiscal year 2000. Immediately following that announcement, Lucent's stock dropped approximately 16 percent. On December 21, 2000, Lucent announced that it had identified an additional \$554 million in revenue issues and that its fiscal year 2000 revenue would be reduced by

a total of \$679 million. Immediately following that announcement, Lucent's stock dropped by approximately 13 percent. \$637 million of the \$679 million of improperly recognized revenue identified by Lucent is included in the \$1.148 billion dollars of improperly recognized revenue identified in paragraph two above.

JURISDICTION

- 8. The Commission brings this action pursuant to Section 21(d) of the Securities Exchange Act of 1934 ("Exchange Act") [15 U.S.C. §§ 78u(d)].
- 9. This Court has jurisdiction over this action pursuant to Sections 21(d) and 27 of the Exchange Act [15 U.S.C. §§ 78u(d) and 78aa].
- 10. In connection with the transactions, acts, practices, and courses of business described in the complaint, the defendants, directly or indirectly, used the means or instrumentalities of interstate commerce, the mails, or the facilities of a national securities exchange.

THE DEFENDANTS

- 11. Lucent is a provider of communications networks for the world's largest communications service providers. It designs and provides systems, services and software. Lucent was incorporated in Delaware in November 1995, and was formed from the systems and technology units that were formerly a part of AT&T Corporation ("AT&T") and were spun off by AT&T on September 30, 1996. Lucent's principal executive offices are located at 600 Mountain Avenue, Murray Hill, New Jersey 07974.
- 12. Lucent is a public company whose securities are registered with the Commission pursuant to Section 12(b) of the Exchange Act and it is required to file

periodic reports with the Commission pursuant to Section 13 of that Act. Lucent's stock trades on the New York Stock Exchange under the symbol LU.

- 13. Nina Aversano, age 59, was a corporate officer and President of Lucent's North American Sales and Service Provider Networks from 1998 to 2000. For fiscal year 2000, Aversano's area of responsibility accounted for approximately \$26.5 billion, or 78%, of Lucent's total sales.
- 14. Jay Carter, age 54, was a corporate officer and President of Lucent's AT&T customer business unit from July of 1997 to September of 2000, with global responsibility for sales and marketing of Lucent product to AT&T. From May to September of 2000, Carter reported directly to Aversano.
- 15. Leslie Dorn, age 57, was Lucent's Vice President of Indirect Sales for North America (distributors) from November 1998 until approximately December 2000, and reported directly to Aversano.
- John Bratten, age 54, has been Lucent's sales Vice President for the
 BellSouth region since April 2000.
- 17. William Plunkett, age 56, was Vice President for Lucent's Emerging Service Provider customer business unit, which included the Winstar account.
- 18. Deborah Harris, age 48, was sales Vice President for the Winstar account within the Emerging Service Provider customer business unit from August 2000 until October 2001. Harris reported to Plunkett in September 2000.
- 19. Michelle Hayes-Bullock, age 46, was a Lucent Finance Director with CFO responsibilities for the AT&T customer business unit from January 2000 to January 2001, and reported to Jay Carter through September 2000.

- 20. Charles J. Elliott, age 61, was a Lucent Senior Manager with contract management responsibility for the BellSouth customer team from 1984 until August 2001.
- 21. Vanessa Petrini, age 43, was Assistant Vice President for the Winstar Customer Team in September 2000, and reported directly to Harris.
- 22. David Ackerman, age 59, was an officer of Winstar and Executive Vice President, Business Development and Strategic Planning from June 1994 until January 2001. He was responsible for corporate strategy and business development.

DESCRIPTION OF LUCENT'S FRAUDULENT TRANSACTIONS

- 23. Lucent knowingly or recklessly filed materially false financial statements with the Commission in Forms 10-Q for the first three quarters of its fiscal year 2000 and in a Form 8-K filed on October 24, 2000 with regard to its fourth quarter results. Lucent knowingly or recklessly misrepresented its revenues and pre-tax income as substantially greater than they were in these filings with the Commission and other public disclosures, including earnings releases and statements by senior management to shareholders. Additionally, Lucent failed to implement sufficient internal controls and procedures to ensure compliance with GAAP.
- 24. The aggregate impact of the undisclosed accounting actions resulted, among other things, in Lucent:
 - a. Overstating its revenue in fiscal year 2000 by over \$1 billion; and
 - b. Overstating its pre-tax income in fiscal year 2000 by approximately \$470 million, or 16 percent.

<u>Distributor Transactions</u> Nina Aversano and Leslie Dorn

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- 25. Starting at least as early as the first quarter of Lucent's fiscal year 2000 (October to December 1999), Aversano and Dorn engaged in a pattern and practice of orally granting Anixter International, Inc. ("Anixter") and Graybar Electric Company ("Graybar") (Lucent's top two distributors) certain rights and privileges beyond those contained in their respective distribution agreements with Lucent. These rights and privileges were granted both directly by Aversano and Dorn, and on occasion through their subordinates. The nature of these rights and privileges was such that it was improper under GAAP for Lucent to recognize revenue at the point of sale to the distributor.
- 26. While the specific rights and privileges granted to Anixter and Graybar varied from transaction to transaction, the general nature of the agreements was that if these distributors took the product offered by Lucent they would not get hurt in a given transaction; that Lucent would assist them in moving the product to end-customers; and that Lucent would accept a return of the product if sales to the end-customers did not materialize.
- 27. GAAP, as summarized in FASB Concepts Statement No. 5 ("CON 5"), prohibits recognition of revenue in financial statements unless and until it is realizable and earned. FASB Statement No. 48 ("FAS 48") identifies particular circumstances where claimed revenues may not be recognized because they are not sufficiently realizable or earned. In violation of these standards, Lucent improperly recognized revenue despite substantial evidence that the recorded amount was not realizable or

earned, or in circumstances where significant uncertainties remained regarding whether the amount was realizable and earned.

- 28. Historically, those uncertainties were properly considered and reflected in Lucent's accounting by recording these transactions as consignment sales, with revenue deferred until resale by the distributor. During Lucent's fiscal year 1999 until the end of its fiscal year 2000, Lucent modified its arrangements and recognized revenue upon delivery to the distributors. By doing so, Lucent violated GAAP in several instances because the extra-contractual commitments resulted in significant uncertainties surrounding those transactions.
- 29. Specifically, Aversano and Dorn protected the distributors from the substantive risks of a reseller by granting unrestricted product substitutions, pricing concessions, holding cost reimbursements, and remarketing assistance, thereby violating key conditions of revenue recognition in FAS 48 such as paragraphs 6(a), 6(b), and 6(e). In addition, in violation of another key condition for revenue recognition under FAS 48, Lucent was unable to estimate, or in any case did not estimate, reasonably likely product returns that would occur as a result of the undocumented return rights granted to distributors that went well beyond the product substitution levels stipulated in their distributor contracts.
- 30. As described above, during Lucent's fiscal year 1999 until the end of its fiscal year 2000, Lucent modified its prior accounting policy and recognized revenue upon delivery to the distributors. This change in accounting policy followed Aversano's request in approximately early 1999 that Anixter assist Lucent in developing an indirect sales model sales through distributors in the carrier telecommunications space, an

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area where Lucent had previously sold its own product directly to end users - a direct sales model. The product lines Aversano sought to shift to an indirect sales model were comprised of sophisticated equipment such as telecommunication switches and optical products that are often manufactured specifically for an end user and are not readily saleable to other customers absent significant modification.

- 31. A senior Anixter executive told Aversano that Lucent would need to provide significant assistance in connection with the transition to an indirect sales model. Aversano assured the senior Anixter executive that Anixter would not be burdened with the ultimate financial responsibility for those goods taken if the transition to an indirect model was not successful. From the assurances given by Aversano, the senior Anixter executive understood that Anixter would not get stuck with any inventory they took that was targeted to this new market.
- 32. Consistent with what other Anixter executives were later told by Dorn, Aversano told the senior Anixter executive that if sales did not go through as contemplated, Lucent would substitute the product that Anixter bought for another product that its customer might need, Lucent would find other customers for Anixter to sell the Lucent product to and, if that did not work, Lucent would take the product back.
- 33. In addition to the broad assurances given by Aversano to Anixter as described above, Aversano and Dorn also gave explicit extra-contractual assurances in connection with specific sales transactions. The transactions in which Aversano and Dorn granted Anixter and Graybar rights and privileges beyond those contained in their respective distribution agreements with Lucent include: (1) the sale to Anixter of approximately \$335 million of product over the course of Lucent's fiscal years 1999 and

2000 for resale to MCI/Worldcom; (2) the sale to Anixter of approximately \$38 million of 400G optical networking product at the end of Lucent's first quarter of fiscal year 2000; (3) the sale to Anixter of \$89 million of product over the course of Lucent's second and third quarters of fiscal year 2000 for resale to ICG Communications, Inc. ("ICG"); (4) the sale to Graybar of approximately \$250 million of product over the course of Lucent's first through third quarters of fiscal year 2000 for resale to U.S. West Communications, Inc. ("U.S. West"); and (5) the sale to Graybar of approximately \$61 million of optical networking product in Lucent's third quarter of fiscal 2000 for resale to three competitive local exchange carriers identified by Lucent.

34. Despite the fact that Aversano and Dorn knew, or were reckless in not knowing, that the verbal agreements entered into in connection with these transactions made revenue recognition improper under GAAP, they nevertheless failed to inform Lucent's CFO structure of the existence of those agreements. Moreover, on some occasions Aversano and Dorn affirmatively misrepresented facts to members of Lucent's CFO structure.

The Fourth Quarter Sale

35. The representations and misrepresentations Aversano and Dorn made in connection with the sale of approximately \$110 million of product to Anixter at the end of Lucent's fourth quarter in September 2000 ("Fourth Quarter Sale") are typical of their pattern and practice described above. This sale is a portion of the \$335 million of product sold to Anixter over the course of Lucent's fiscal years 1999 and 2000 for resale to MCI/Worldcom as described above.

- 36. In connection with the Fourth Quarter Sale, a senior Anixter executive told Aversano and Dorn that the exposure was too great on Anixter's part to take on any more Lucent product without additional assurances that Anixter would be able to redeploy the inventory to customers other than MCI/Worldcom, or that Anixter could return the product if necessary. In the presence of Dorn, Aversano assured the senior executive that this would not be an issue and that Lucent would not let Anixter down. In June 2000, in response to similar concerns expressed by Anixter executives in connection with an approximately \$122 million dollar sale at the end of Lucent's third quarter of fiscal year 2000, Aversano gave similar assurances to Anixter executives in the presence of Dorn. As with the Fourth Quarter Sale, the product sold to Anixter in Lucent's third quarter was intended for resale to MCI/Worldcom.
- 37. As part of the negotiations for the Fourth Quarter Sale, another senior Anixter executive requested that Aversano put the right of return for the product in writing. Aversano told him that she could not put it in writing, and instead orally represented to him that Lucent would take the product back if it didn't sell to MCI/WorldCom.
- 38. While she would not put the right of return in writing, Aversano did execute a Letter of Understanding ("LOU") with Anixter on September 29, 2000 as part of the Fourth Quarter Sale. The LOU provided, among other things, that if after six months Anixter had not sold the equipment, it would have exclusive rights to sell it into certain markets. Lucent's Chief Accountant had seen drafts of the LOU that included provisions that are impermissible from a revenue recognition perspective, and explicitly

told Aversano that she could not agree to include such commitments. A right of return was among the impermissible provisions contained in drafts leading up to the LOU.

- 39. Lucent's Chief Accountant was concerned about the fact that impermissible provisions had been included in drafts of the LOU, and, therefore, he later specifically asked Aversano if the executed LOU was in fact the entire agreement, and if there was anything else proposed. In response, Aversano falsely told the Chief Accountant that the LOU was indeed the full agreement between the parties, despite the fact that she had made the additional oral representations discussed above.
- 40. In addition to her false representations to Lucent's Chief Accountant, on October 12, 2000, Aversano knowingly or recklessly executed a management representation letter for the fourth quarter of fiscal year 2000 which, among other things, falsely stated that her area of responsibility had no "(1) agreements to repurchase or accept returns of inventory sold to customers, including distributors, other than for restocking as provided in distributorship agreements or (2) future performance obligations, other than normal warranty obligations, with respect to inventory sold to customers, including distributors." Aversano knew that Lucent's auditor would rely on this false letter in connection with its review of Lucent's fourth quarter 2000 financial statements and in connection with its fiscal year end audit procedures.
- 41. Dorn also made direct representations and commitments to Anixter executives in connection with the Fourth Quarter Sale and the other sales comprising the \$335 million of product sold to Anixter over the course of Lucent's fiscal years 1999 and 2000 for resale to MCI/Worldcom as described above. Between the mid-first quarter of 1999 through October 2000, Dorn gave assurances to an Anixter executive on multiple

occasions that if a sale did not go through as contemplated, Lucent would substitute the product that Anixter bought for another product that its customer might need, Lucent would find other customers for Anixter to sell the Lucent product to and, if that did not work, Lucent would take the product back. At times, Dorn advised the Anixter executive that she needed to get Aversano's approval before making these commitments to Anixter. In addition, Dorn's assurances reflected the same assurances that Aversano made to an Anixter executive.

- 42. Despite the numerous extra-contractual commitments made by Aversano and Dorn, when questioned by Lucent's Chief Accountant in the June to July 2000 timeframe, Dorn falsely told him that there were no verbal agreements or side deals that would indicate there were any rights of return above the 5 percent stock balancing provisions noted in the distributor agreement.
- 43. In the October to November 2000 timeframe, Leslie Dorn acknowledged to a senior Anixter executive that commitments had been made to Anixter, and that if the equipment was not deployable elsewhere, Anixter was not going to have to continue to carry it.

Optical Equipment Sale to Anixter

44. As described above, at the end of Lucent's first quarter of fiscal year 2000, Lucent sold approximately \$38 million of optical equipment to Anixter. In connection with this sale, Dorn represented to multiple Anixter executives that the product would move or that it could be returned to Lucent. Moreover, Dom explicitly stated in connection with this sale that Aversano had authorized the right of return.

45. Anixter was unable to sell a majority of this material, and Lucent paid holding fees to Anixter until the inventory was ultimately returned to Lucent in September of 2000.

Sales to Anixter for resale to ICG

46. In connection with these sales of product totaling approximately \$89 million as described above, Dorn, at the direction of, or with the knowledge and approval of Aversano, gave an Anixter executive assurances that Anixter would not get hurt in these transactions – including the right to return the product if the sales did not work out. Additionally, Dorn agreed to provide Anixter with a holding fee to compensate Anixter for each day the resale to ICG was delayed beyond the projected resale dates, and to compensate it for any outstanding receivable balances from ICG. Lucent ultimately agreed to make Anixter whole with regard to approximately \$46 million in unpaid receivables it had from ICG.

Sales to Graybar for resale to U.S. West

47. In connection with the over \$250 million in sales to Graybar for resale to U.S. West that occurred over the course of Lucent's first through third quarters of fiscal year 2000 as described above, Dorn made or authorized numerous specific representations to Graybar employees at the direction of, or with the knowledge and approval of Aversano. Similar to representations made to Anixter in connection with the Fourth Quarter Sale, Graybar executives were told by Dorn that the Lucent product would be off Graybar's books by the end of the year (December 31, 2000); that Lucent would reconfigure the Lucent product and arrange its sale to another regional bell

operating company if sales to U.S. West didn't work out; and that Graybar would not get hurt in the transactions.

48. Nearly all of the product that Graybar purchased at the end of Lucent's second and third quarters of fiscal year 2000 was returned by Graybar to Lucent in December of 2000.

Third Quarter Sale to Graybar

- 49. As with the sales for U.S. West, in connection with the sale of approximately \$61 million of Lucent optical networking product to Graybar at the end of Lucent's third quarter of fiscal year 2000 as described above, Dorn, at the direction of, or with the knowledge and approval of Aversano, represented to a Graybar executive that Graybar would not get hurt in the transaction, and that Lucent would help them sell the product to other customers if the transactions did not work out as contemplated.
- 50. As presented by Dorn to the Graybar executive, the deal envisioned Graybar reselling Lucent's product to three competitive local exchange carriers that Lucent had already identified. The transactions did not occur, and Graybar ultimately returned the product to Lucent in December 2000.

Effect of Distributor Transactions on Lucent's Reported Financial Results

51. Aversano and Dorn each acted with knowledge or recklessly engaged in the above described fraudulent conduct. As a result of Aversano and Dorn's fraudulent conduct, Lucent violated GAAP by recognizing revenue at the point of sale on these transactions. Aversano and Dorn knew, or were reckless in not knowing, that as a result

of the fraudulent conduct, Lucent filed materially misstated Forms 10-Q with the Commission for the first three quarters of its fiscal year 2000, and that revenue was improperly included in Lucent's October 23, 2000 unaudited financial statements that were filed with the Commission in a Form 8-K on October 24, 2000. In December 2000, Lucent ultimately agreed to take back \$352 million in inventory that Anixter and Graybar had been unable to sell. In total, Aversano and Dorn's fraudulent conduct resulted in Lucent materially overstating its pre-tax income for fiscal year 2000 by approximately 7 percent.

<u>Winstar Software Pool Transaction</u> William Plunkett, Deborah Harris, Vanessa Petrini, and David Ackerman

- 52. In September 2000, William Plunkett negotiated, with the assistance of Lucent's Winstar sales team members Deborah Harris and Vanessa Petrini, the sale of \$135 million worth of software in a software pool transaction with David Ackerman of Winstar. The software pool arrangement allowed Winstar to select software by September 29, 2001, and Lucent to recognize \$135 million in revenue in its fiscal year ending September 30, 2000. After the parties agreed to and properly documented a \$10 million credit, Lucent recognized \$125 million on the software pool transaction in its 2000 fiscal year.
- 53. This transaction was particularly important to Lucent because the entire amount of revenue was recorded as pre-tax income without any off-setting expense. However, such revenue was recognized in violation of GAAP due to actions of William Plunkett, Deborah Harris, Vanessa Petrini, and David Ackerman.
- 54. In September 2000 during the negotiations for the software pool agreement, Ackerman told Plunkett that the pool of software to be purchased by Winstar

was worth only about \$25 million to the company. As a result, and before committing to pay more than this amount. Ackerman needed additional value from Lucent. At that time, Ackerman understood Lucent's critical need to recognize revenue in its fiscal year ending September 30, 2000, and used that leverage to gain very favorable additional terms for Winstar. Responding to pressure from Lucent's senior management, including Aversano, to recognize revenue, Plunkett reached an agreement with Ackerman in which Winstar would pay Lucent \$135 million for the software and the parties would separately document additional elements of the software pool transaction that would give Winstar additional value. The additional value came in the form of a \$35 million credit to be applied to Winstar's future purchases, a \$45 million credit expected to comprise substantially all the cost of a network integration laboratory for Winstar, and reduced pricing for Winstar on purchases of equipment for building and hub sites ("the side agreements").

- 55. Before the parties signed the software pool agreement on September 29. 2000, Ackerman asked that Lucent put the side agreements in writing. Plunkett agreed to Ackerman's request. At that time, both Plunkett and Ackerman knew that the software pool agreement and the side agreements were elements of a single transaction.
- 56. To ensure that Lucent's accountants would not deduct the value of Lucent's obligations documented in the side agreements from the \$125 million Lucent would recognize on the software pool agreement in September 2000, Plunkett instructed Petrini to draft and post-date three letters documenting the side agreements with fictitious dates in October. The effect of the post-dated letters was to create the appearance that the side agreements were reached after September 30, 2000 and were not connected to the

software pool agreement. Petrini drafted and post-dated the letters as instructed and Plunkett signed the post-dated letters on September 29, 2000. Plunkett and Petrini kept the post-dated letters in their files, did not circulate them outside the sales team (except as to Ackerman), and did not make further copies.

- Ackerman received the three executed post-dated letters on September 29, 2000 and knew that they did not accurately portray the entire software pool transaction. Nevertheless, Ackerman agreed to Plunkett's post-dating of Lucent's obligations thereby creating the false appearance that they had been agreed to after September 30, 2000. Ackerman also counter-signed the letter dealing with reduced pricing on purchases of equipment for building and hub sites. Ackerman post-dated that letter October 20, 2000 and sent that executed letter back to Plunkett on September 29, 2000. All three letters were eventually resent to Ackerman at Winstar on their fictitiously stated dates in October 2000. Ackerman counter-signed the letter dealing with reduced pricing on purchases of equipment for building and hub sites again on October 20, faxed the letter to Plunkett, and destroyed the original post-dated letter.
- 58. Deborah Harris understood that Winstar would not utilize the entire \$135 million of software, and therefore Winstar wanted additional value in exchange for its agreement to pay \$135 million for that software. During the negotiations for the software pool agreement, Petrini and Harris also knew that Lucent had agreed to provide the side agreements to Winstar and that the software pool agreement and the side agreements were elements of a single transaction. Petrini told Harris that Plunkett and Petrini had documented the side-agreements in post-dated letters. Petrini, Harris, Plunkett, and Ackerman knew, or were reckless in not knowing, that if the credits and discounts had

been properly recorded by Lucent in the same quarter that the software pool agreement was executed, Lucent would not have recognized \$125 million on the transaction.

59. On October 4, 2000, a member of Lucent's CFO structure with responsibility for Lucent's Winstar sales team emailed Harris and Petrini specifically requesting any information regarding discounts or incentives offered by Lucent to Winstar, other than the \$10 million credit that had been properly documented. Despite knowing of the existence of the side agreements and the true nature of the concessions granted to Winstar, Harris and Petrini nevertheless failed to disclose the other aspects of the software pool agreement to the accountant.

Effect of Winstar Software Pool Transaction on Lucent's Reported Financial Results

- 60. By not taking the three credits and discounts into account, Lucent improperly recorded \$125 million in revenue and pretax income in its fourth fiscal quarter of 2000 in violation of GAAP. That amount represented 26 percent of Lucent's pre-tax income for its fourth fiscal quarter 2000, and 4 percent of Lucent's pre-tax income for fiscal year 2000. That amount was included in Lucent's October 23, 2000 unaudited financial statements filed with the Commission on October 24, 2000 in a Form 8-K.
- 61. Plunkett, Harris, Petrini, and Ackerman each acted with knowledge or recklessly engaged in the above described fraudulent conduct. Each knew, or was reckless in not knowing, that as a result of the fraudulent conduct, Lucent filed materially false financial statements with the Commission in the Form 8-K.

AT&T Wireless Services Transaction Jay Carter and Michelle Hayes-Bullock

- 62. Starting in approximately the summer of 1999, Lucent and AT&T Wireless Services, Inc. ("AWS") began to negotiate a new business model known as Voice Path Pricing ("VPP"). Under VPP, AWS would no longer pay Lucent for the individual pieces of equipment that make up a telecommunications network as they had done traditionally ("conventional pricing"). Instead, AWS would pay a price for each voice path in essence pay for each data/voice connection that could be handled on the finished network.
- 63. The parties initially anticipated VPP would take effect on April 1, 2000, but the new contract was not ultimately signed until August 2000. While the VPP agreement continued to be negotiated, Jay Carter authorized his subordinates to enter into a verbal agreement with their AWS counterparts. Through that verbal agreement, Lucent and AWS agreed that VPP would be retroactively applied to product purchased between April 1, 2000 and the date the agreement was ultimately reached ("interim period"). As part of this side agreement, any pricing differential between VPP and conventional pricing for product purchased during the interim period would be adjusted through credits via a "true-up" process once the VPP agreement was finalized. In effect, the parties agreed to have VPP commence on April 1, 2000.
- 64. Michelle Hayes-Bullock, who was the CFO for Lucent's AT&T customer business unit, was aware that an oral side agreement had been entered into with AWS because she had been explicitly told about it, both by a subordinate in the finance division and by at least one of the sales executives who made the agreement on behalf of Lucent. As CFO for Lucent's AT&T customer business unit, Hayes-Bullock was responsible for

ensuring that Lucent's financial statements complied with GAAP for transactions originating within that unit.

- 65. During the interim period, Lucent provided AWS with switching equipment valued at \$53 million under conventional pricing. The switching equipment was provided to AWS without a purchase order, and, as a result, appeared in certain internal Lucent reports as inventory that had been shipped but not invoiced. In order to recognize revenue on the switches, Carter instructed his subordinates to obtain a purchase order from AWS for the switches. AWS provided a purchase order at the end of Lucent's third quarter of fiscal year 2000 with the explicit understanding that in conformity with the original oral understanding Lucent would provide a credit for the invoiced amount and that AWS would ultimately pay the VPP price for the equipment.
- 66. On June 30, 2000, at the end of Lucent's third quarter of fiscal year 2000, this switching equipment was invoiced under conventional pricing and Lucent violated GAAP by recognizing revenue and operating income in the amount of \$53 million. Carter and Hayes-Bullock knew, or were reckless in not knowing, that Lucent's recognition of the revenue and operating income violated GAAP. Carter and Hayes-Bullock also took affirmative steps to mislead Lucent's Chief Accountant about the existence and nature of the side agreement with AWS.
- 67. Despite her knowledge of the verbal side-agreement, Hayes-Bullock drafted, and/or assisted in drafting, a letter to Lucent's Chief Accountant that falsely suggested that there were no credit agreements with AWS. Carter executed versions of that letter on both September 8 and September 26, 2000.

- 68. In the September 8, 2000 letter, Carter falsely represented that the June 30, 2000 invoice to AWS for the switches was "payable when due and that any credits earned will be applied against future purchase for wireless products." The September 26, 2000 letter distorted the truth even further, stating that "[i]f as in the past, Lucent were to offer AT&T credits in return for future volume purchases, they would be earned by AT&T when the volume commitments were achieved," falsely suggesting Lucent had not even offered AWS an opportunity to earn credits.
- 69. Under CON 5, before Lucent can recognize revenue in a given transaction, the revenue must be both realizable and earned. To be realizable, collection of the sales price must be reasonably assured. Moreover, notwithstanding the actual delivery and transfer of title to the switches, FAS 48 requires that the price AWS will ultimately pay be fixed and determinable.
- AWS would ultimately pay for the switches was not fixed and determinable, because the ultimate price under VPP had not been determined. Further, Lucent could have no expectation that it would collect \$53 million for the switching equipment because the parties had agreed AWS would receive an offsetting \$53 million credit. Thus, collection of the sales prices was not reasonably assured, and CON 5's realizable criterion for revenue recognition was not met.

Effect of AT&T Wireless Services Transaction on Lucent's Reported Financial Results

71. Carter and Hayes-Bullock each acted with knowledge or recklessly engaged in the above described fraudulent conduct. As a result of their fraudulent conduct, Lucent materially overstated pre-tax income by \$53 million, or 13 percent, in its

financial statements filed with the Commission in Form 10-Q for its third quarter of fiscal year 2000. Carter and Hayes-Bullock knew, or were reckless in not knowing, that, as a result of their fraudulent conduct, Lucent filed materially false financial statements with the Commission in Form 10-Q for its third quarter of fiscal year 2000.

BellSouth Software Pooling Transaction John Bratten and Charles Elliott

- 72. On September 30, 2000, Lucent and BellSouth Telecommunications, Inc. ("BellSouth") entered into a software pooling agreement, called LOA 105, which obligated BellSouth to pay Lucent \$95 million by April 1, 2001 for software that it had to select by September 30, 2002. To induce BellSouth to enter into LOA 105, John Bratten agreed to provide BellSouth with a \$20 million credit and a 2 percent price discount (valued at \$1 million).
- 73. Bratten failed to notify Lucent's CFO structure that he had agreed to the credit and discount as part of the software pooling transaction.
- 74. In addition to not disclosing the credit and discount internally, on October 10, 2000, Bratten executed a letter to BellSouth that falsely represented that the credit and discount had been granted on that date rather than in September. The letter was drafted by Charles Elliott, who had been present during the final negotiations and knew that Bratten had granted the credit and discount in September as an inducement for BellSouth to enter into LOA 105.
- 75. When questioned by members of Lucent's CFO structure including the Chief Accountant about the granting of the credit and price discount, Bratten and Elliott each initially maintained that the credit and discount were <u>not</u> connected to LOA 105 and had been granted in order to facilitate the execution of a new Global Purchase Agreement

with BellSouth. Bratten and Elliott ultimately admitted to Lucent's Chief Accountant that the credit and discount had been granted as part of LOA 105. However, those admissions came after Lucent had already included the full amount of revenue and operating income in a financial statement filed with the Commission.

Effect of BellSouth Software Pooling Transaction on Lucent's Reported Financial Results

76. Bratten and Elliott each acted with knowledge or recklessly engaged in the above described fraudulent conduct. As a result of their fraudulent conduct, Lucent violated GAAP by recording the entire \$95 million as revenue and operating income from this transaction in its fourth quarter of fiscal year 2000. Lucent should only have recorded \$74 million in total revenue and operating income due to the \$20 million credit and 2 percent price discount (valued at \$1 million). Bratten and Elliott's fraudulent conduct resulted in Lucent materially overstating pre-tax income by approximately 4 percent in its financial statements filed with the Commission in a Form 8-K on October 24, 2000. Bratten and Elliot knew, or were reckless in not knowing, that, as a result of their fraudulent conduct, Lucent filed materially false financial statements with the Commission in the Form 8-K.

The Global Crossing Bill and Hold Transaction

77. Lucent improperly recognized \$58 million in revenue in March 2000 on the sale of optical networking equipment to Global Crossing Ltd. ("Global Crossing"). Lucent improperly characterized this transaction as a qualifying "bill and hold" transaction even though it did not in fact fulfill the requirements necessary under GAAP to allow revenue recognition on a bill and hold basis.

- 78. In March 2000, Global Crossing agreed to purchase \$58 million of optical networking equipment from Lucent by the end of the month which coincided with the end of Lucent's second quarter of fiscal year 2000. Lucent did not, however, ship the equipment to Global Crossing or invoice Global Crossing for the equipment at that time. Instead, Lucent held the equipment in its warehouse and agreed to extend its payment terms to allow Global Crossing to pay for the equipment as it was installed into its network.
- 79. GAAP allows revenue to be recognized on bill and hold transactions where the *buyer* requests the transaction on a bill and hold basis, and not where the seller induces the buyer to conduct the transaction as a bill and hold. Here, Lucent, the seller, initiated the transaction. Further, Lucent extended its normal billing terms to allow Global Crossing to pay for the equipment when it deployed the equipment in its network, indicating that Global Crossing did not need the equipment by March 31, 2000.
- 80. As a result of a lack of sufficient internal controls, Lucent violated GAAP by recognizing \$58 million of revenue in circumstances that failed to fulfill the requirements for revenue to be recognized on a bill and hold transaction. The \$58 million of revenue was improperly included in Lucent's Form 10-Q for the period ending March 31, 2000, and filed with the Commission on May 10, 2000.

LTOS Transaction

81. During Lucent's second quarter of fiscal year 2000, it sold equipment valued at approximately \$90 million to Lucent Technologies of Shanghai, Ltd. ("LTOS") and recognized the full amount of revenue at that time. However, the products had been

sold with unrestricted rights of return granted in a side-letter by Lucent's Vice President, Optical Network Group, China, to facilitate the establishment of that market.

82. Due to a lack of sufficient internal controls, Lucent's CFO structure was unaware that LTOS had been granted a right of return in connection with the sale. As a result, Lucent violated GAAP by recognizing \$90 million of revenue and \$6 million of operating income in its second quarter of fiscal year 2000. These amounts were improperly included in Lucent's Form 10-Q for the period ending March 31, 2000, filed with the Commission on May 10, 2000. Lucent reversed the transaction in its fourth fiscal quarter of 2000, and therefore it was not included in Lucent's October 23, 2000 unaudited financial statements that were filed with the Commission in a Form 8-K on October 24, 2000.

The Allegiance Telecom Transaction

- 83. In September 2000, Allegiance Telecom, Inc. ("Allegiance") agreed to purchase \$28 million worth of switching hardware and software from Lucent. On September 29, 2000, Allegiance sent Lucent a letter confirming receipt of the hardware, but did not confirm receipt of the software or installation of the hardware. Based on that letter, Lucent recognized \$28 million in revenue on the transaction in its quarter ended September 30, 2000.
- 84. The appropriate accounting treatment for the transaction was governed by Statement of Position 97-2, Software Revenue Recognition ("SOP 97-2"), since the transaction included the sale of software, as well as hardware and installation services. SOP 97-2 disallows revenue recognition on a multiple element arrangement, such as this

one, where certain elements have not been accepted and vendor specific objective evidence of the fair value of those elements has not been established.

- 85. When Lucent recognized the revenue in September 2000, it had neither received an acceptance certificate for the software and installation services, nor did it have vendor specific objective evidence of the fair value of the software and installation services. Because Lucent failed to fulfill all of the elements necessary for revenue recognition under SOP 97-2, it should have deferred recognition of any revenue on the transaction until all elements of the transaction were completed.
- 86. Nevertheless, due to a lack of sufficient internal controls, Lucent violated GAAP by improperly recognizing \$28 million in revenue from this transaction in its fourth quarter of fiscal year 2000. That amount was included in Lucent's financial statements in a Form 8-K filed with the Commission on October 24, 2000.

FIRST CLAIM FOR RELIEF

Violation of Section 10(b) of the Exchange Act [15 U.S.C. § 78j(b)] and Rule 10b-5 [17 C.F.R. § 240.10b-5]

- 87. Paragraphs 1 through 86 are hereby realleged and incorporated herein by reference as if set forth fully.
- 88. As set forth more fully above, defendants Lucent Technologies Inc., Nina Aversano, Jay Carter, Leslie Dorn, William Plunkett, John Bratten, Deborah Harris, Charles Elliott, Vanessa Petrini, and Michelle Hayes-Bullock, directly or indirectly, by use of the means or instrumentalities of interstate commerce, or of the mails, or of any facility of a national exchange, in connection with the purchase or sale of Lucent securities, have, with knowledge or recklessly, (a) employed devices, schemes, and artifices to defraud; (b) made untrue statements of material fact or omitted to state

material facts necessary to make the statements made, in light of the circumstances under which they were made, not misleading; or (c) engaged in acts, practices, and courses of business which operate or would operate as a fraud or deceit upon any person.

- 89. By reason of the foregoing, defendants Lucent Technologies Inc., Nina Aversano, Jay Carter, Leslie Dorn, William Plunkett, John Bratten, Deborah Harris, Charles Elliott, Vanessa Petrini, and Michelle Hayes-Bullock have violated Section 10(b) of the Exchange Act and Rule 10b-5.
- 90. In addition, and, in the alternative, Nina Aversano, Jay Carter, Leslie Dorn, John Bratten, Charles Elliott, and Michelle Hayes-Bullock knowingly provided substantial assistance to Lucent in violation of Section 10(b) of the Exchange Act and Rule 10b-5 and are each liable as aiders and abetters of these violations.

SECOND CLAIM FOR RELIEF

Aiding and Abetting Violation of Section 10(b) of the Exchange Act [15 U.S.C. § 78j(b)] and Rule 10b-5 [17 C.F.R. § 240.10b-5] (Ackerman)

- 91. Paragraphs 1 through 90 are hereby realleged and incorporated herein by reference as if set forth fully.
- 92. As detailed above, David Ackerman acted with knowledge or recklessly, and thereby knowingly provided substantial assistance to Lucent in violation of Section 10(b) of the Exchange Act and Rule 10b-5.
- 93. By reason of the foregoing, Ackerman aided and abetted Lucent's violation of Section 10(b) of the Exchange Act and Rule 10b-5.

THIRD CLAIM FOR RELIEF

Violation of Section 13(a) of the Exchange Act [15 U.S.C. § 78m(a)] and Rules 12b-20, 13a-11, and 13a-13

[17 C.F.R. §§ 240.12b-20, 240.13a-11, and 240.13a-13]

- 94. Paragraphs 1 through 93 are hereby realleged and incorporated herein by reference as if set forth fully.
- 95. By engaging in the conduct described above, Lucent filed materially false and misleading financial statements with the Commission in Forms 10-Q for the first three quarters of its fiscal year 2000 and in a Form 8-K filed on October 24, 2000 with regard to its fourth quarter results.
- 96. By reason of the foregoing, Lucent violated Section 13(a) of the Exchange Act and Rules 12b-20, 13a-11, and 13a-13.
- 97. By engaging in the conduct described above, Nina Aversano and Leslie Dorn caused Lucent to file materially false and misleading financial statements with the Commission in Forms 10-Q for the first two quarters of its fiscal year 2000; Nina Aversano, Leslie Dorn, Jay Carter, and Michelle Hayes-Bullock caused Lucent to file materially false and misleading financial statements with the Commission in a Form 10-Q for the third quarter of its fiscal year 2000; and Nina Aversano, Leslie Dorn, William Plunkett, John Bratten, Deborah Harris, Charles Elliott, Vanessa Petrini, and David Ackerman caused Lucent to file materially false and misleading financial statements with the Commission in a Form 8-K filed on October 24, 2000 with regard to its fourth quarter results.
- 98. By reason of the foregoing, Nina Aversano, Jay Carter, Leslie Dorn, William Plunkett, John Bratten, Deborah Harris, Charles Elliott, Vanessa Petrini, Michelle Hayes-Bullock, and David Ackerman knowingly provided substantial assistance

to Lucent and each aided and abetted Lucent's violation of Section 13(a) of the Exchange Act and Rules 12b-20 and 13a-11.

99. Additionally, by engaging in the conduct described above, Nina Aversano, Jay Carter, Leslie Dorn, and Michelle Hayes-Bullock knowingly provided substantial assistance to Lucent and each also aided and abetted Lucent's violation of Rule 13a-13 of the Exchange Act.

FOURTH CLAIM FOR RELIEF

Violation of Sections 13(b)(2)(A) and 13(b)(2)(B) of the Exchange Act [15 U.S.C. §§ 78m(b)(2)(A) and 78m(b)(2)(B)]

- Paragraphs 1 through 99 are hereby realleged and incorporated herein by 100. reference as if set forth fully.
- By engaging in the conduct described above. Lucent failed to keep books. records, and accounts which accurately and fairly reflected the transactions and disposition of its assets, in violation of Section 13(b)(2)(A) of the Exchange Act, and failed to devise and maintain a system of internal accounting controls sufficient to provide reasonable assurances that Lucent's corporate transactions were executed in accordance with management's authorization and in a manner to permit the preparation of financial statements in conformity with generally accepted accounting principles in violation of Section 13(b)(2)(B) of the Exchange Act.
- 102. By reason of the foregoing, Lucent violated Sections 13(b)(2)(A) and 13(b)(2)(B) of the Exchange Act.
- 103. By engaging in the conduct described above, Nina Aversano, Jay Carter, Leslie Dorn, William Plunkett, John Bratten, Deborah Harris, Charles Elliott, Vanessa Petrini, Michelle Hayes-Bullock, and David Ackerman aided and abetted Lucent's

failures to keep books, records, and accounts which accurately and fairly reflected the transactions and disposition of its assets, in violation of Section 13(b)(2)(A) of the Exchange Act, and further aided and abetted Lucent's failures to devise and maintain a system of internal accounting controls sufficient to provide reasonable assurances that Lucent's corporate transactions were executed in accordance with management's authorization and in a manner to permit the preparation of financial statements in conformity with GAAP in violation of Section 13(b)(2)(B) of the Exchange Act.

104. By reason of the foregoing, Nina Aversano, Jay Carter, Leslie Dorn, William Plunkett, John Bratten, Deborah Harris, Charles Elliott, Vanessa Petrini, Michelle Hayes-Bullock, and David Ackerman knowingly provided substantial assistance to Lucent and each aided and abetted Lucent's violation of Sections 13(b)(2)(A) and 13(b)(2)(B) of the Exchange Act.

FIFTH CLAIM FOR RELIEF

Violation of Section 13(b)(5) of the Exchange Act [15 U.S.C. § 78m(b)(5)] and Rule 13b2-1 [17 C.F.R. § 240.13b2-1]

- 105. Paragraphs 1 through 104 are hereby realleged and incorporated herein by reference as if set forth fully.
- By engaging in the conduct described above, Nina Aversano, Jay Carter, Leslie Dorn, William Plunkett, John Bratten, Deborah Harris, Charles Elliott, Vanessa Petrini, and Michelle Hayes-Bullock each knowingly circumvented Lucent's system of internal accounting controls and each knowingly falsified, or caused to be falsified, Lucent's books and records. In so doing, they each violated Section 13(b)(5) of the Exchange Act and Rule 13b2-1.

SIXTH CLAIM FOR RELIEF

Violation of Rule 13b2-2 [17 C.F.R. § 240.13b2-2] (Aversano)

- 107. Paragraphs 1 through 106 are hereby realleged and incorporated herein by reference as if set forth fully.
- By engaging in the conduct described above, Nina Aversano directly or indirectly made or caused to be made materially false or misleading statements or omitted or caused others to omit to state material facts necessary in order to make statements made, in light of the circumstances under which such statements were made, not misleading to accountants in connection with audits or examinations of Lucent's required financial statements or in connection with the preparation and filing of documents and reports required to be filed with the Commission, in violation of Exchange Act Rule 13b2-2.
 - 109. By reason of the foregoing, Aversano violated Exchange Act Rule 13b2-2.

PRAYER FOR RELIEF

WHEREFORE, the Commission respectfully requests that this Court enter final judgments:

- A. Permanently restraining and enjoining Lucent Technologies Inc. from violating Sections 10(b), 13(a), 13(b)(2)(A) and 13(b)(2)(B) of the Exchange Act and Rules 10b-5, 12b-20, 13a-11, and 13a-13:
- В. Permanently restraining and enjoining Nina Aversano, Jay Carter, Leslie Dorn, John Bratten, Charles Elliott, and Michelle Hayes-Bullock from violating, or aiding and abetting violations of, Section 10(b) of the Exchange Act and Rule 10b-5, from violating Section 13(b)(5) of the Exchange Act and Rule 13b2-1, and from aiding

and abetting violations of Sections 13(a), 13(b)(2)(A) and 13(b)(2)(B) of the Exchange Act and Rules 12b-20 and 13a-11;

- C. Permanently restraining and enjoining William Plunkett, Deborah Harris, and Vanessa Petrini from violating Sections 10(b) and Section 13(b)(5) of the Exchange Act and Rules 10b-5 and Rule 13b2-1, and from aiding and abetting violations of Sections 13(a), 13(b)(2)(A) and 13(b)(2)(B) of the Exchange Act and Rules 12b-20 and 13a-11;
- D. Permanently restraining and enjoining Nina Aversano from violating Rule
 13b2-2;
- E. Permanently restraining and enjoining Nina Aversano, Jay Carter, Leslie Dorn, and Michelle Hayes-Bullock from aiding and abetting violations of Rule 13a-13;
- F. Permanently restraining and enjoining David Ackerman from aiding and abetting violations of Sections 10(b), 13(a), 13(b)(2)(A) and 13(b)(2)(B) of the Exchange Act and Rules10b-5, 12b-20, and 13a-11;
- G. Pursuant to Section 21(d)(2) of the Exchange Act [15 U.S.C. §78u(d)(2)], barring Nina Aversano, Jay Carter, William Plunkett, and Deborah Harris from acting as an officer or director of any issuer that has a class of securities registered under Section 12 of the Exchange Act [15 U.S.C. §781] or that is required to file reports under Section 15(d) of the Exchange Act [15 U.S.C. §780];
- H. Ordering Lucent Technologies Inc., Nina Aversano, Jay Carter, Leslie Dorn, William Plunkett, John Bratten, Deborah Harris, Charles Elliott, Vanessa Petrini, Michelle Hayes-Bullock, and David Ackerman to disgorge ill-gotten gains, with

prejudgment interest, including, but not limited to, salaries and other benefits wrongfully obtained as a result of their fraudulent conduct;

- I. Ordering Lucent Technologies Inc., Nina Aversano, Jay Carter, Leslie Dorn, William Plunkett, John Bratten, Deborah Harris, Charles Elliott, Vanessa Petrini, Michelle Hayes-Bullock, and David Ackerman to pay civil penalties pursuant to Section 21(d)(3) of the Exchange Act [15 U.S.C. §78u(d)(3)]; and
- J. Granting such other additional relief as this Court may deem just and proper.

Dated: May 17, 2004 Response

Respectfully submitted,

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